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The Canadian Druggist.

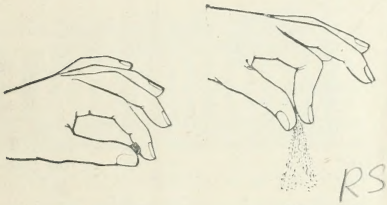
Vol. xxiii. TORONTO, CANADA, JANUARY, 1911 No. 1

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EXAMINE then JUDGE a

"PULVERETTE"

The All British Patent POWDER PILLS



Before After

¶ Superior to pills and compressed tablets.

¶ Supersede American made Powder Pills.

¶ Will not crack or discolor when kept.

¶ Process of manufacture is simple, quick and accurate

¶ Drugs do not deteriorate during manipulation.

¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in **PULVERETTES.**

Canadian Depot:

T. H. McTAVISH & CO., 74 Yonge St. Arcade, Toronto

Samples and Quotations:

OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

Publisher's Notices

NOTICE OF REMOVAL

The business and editorial offices of The Canadian Druggist have been moved to The Dineen Building, Temperance St., Toronto, where all communications should be addressed and where we will be glad to welcome our friends.

WHAT ABOUT YOUR SUBSCRIPTION?

The subscriptions of a majority of our subscribers are now due, and a remittance promptly sent means one obligation less for the reader and a saving in our bookkeeper's work as well as justice done to the publishers. Already a good start has been made for 1911 by our subscribers and we thank those who have remitted, for their promptness.

Now is the time, not only for good resolutions, but also for "wiping off the slate" the indebtedness for the trade paper.

We desire again to urge upon our advertisers to send us in copy for their advertisements to reach us by the eighteenth of the month, in order to make sure of proper position and to enable us to furnish proofs before publication.

To all our readers we wish an increased measure of prosperity during 1911, and may it not only be a year of large financial gain but also combine those other elements of success which contribute towards making

A Happy New Year.

RS
1
C24
V.23

REGULATING THE SALE OF POISONS.

AN ACT RESPECTING THE SALE OF POISONS.

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows :—

1. This Act shall apply to the poisons mentioned in the Schedule to this Act, and to all other poisons except London Purple and Paris Green.

2. Every person who, by himself or his agent, sells, offers for sale, attempts to sell, exposes for sale or gives away any poison, except under the authority of a medical certificate or prescription, is guilty of an indictable offence and liable on summary conviction to a penalty not exceeding one hundred dollars, or imprisonment for not more than six months or to both fine and imprisonment.

3. Every person who, by himself or his agent, offers for sale, sells or attempts to sell, exposes for sale or gives away any poison, in any other receptacle or container save in a blue glass three cornered or square bottle with rough or corrugated corners, is guilty of an indictable offence, and liable on summary conviction to a penalty not exceeding one hundred dollars or to imprisonment for not more than six months, or to both fine and imprisonment.

Section 3 of this Act shall not come into force until one year after the passing of this Act.

SCHEDULE.

Acid, Hydrocyanic (Prussic).
Acid, Oxalic.
Aconite and compounds thereof.
Antimony, Tartrate of.
Antipyrine,
Antifebrine.
Antikamnia.
Arsenic, and all the compounds thereof.
Atropine.
Belladonna and compounds thereof.
Beans, Calabar.
Cantharides.
Cannabis Indica.
Carbolic Acid, not exceeding a five per cent. solution.
Chloral Hydrate.
Chloroform and Ether.
Cocaine and its preparationt.
Conia and the compounds thereof.
Conium and the preparations thereof.
Corrosive Sublimate.
Croton oil and seeds.
Cyanide and Potassium.
Digitaline.
Ergot.
Elaterium.
Euphorbium.
Goulard extract.
Hemp, Indian.
Hyosciamus and preparations.
Iodine.
Morphia and its salts and solutions.
Oil, Cedar.
Opium, with its preparations, including laudanum, etc., but not paregoric.
Phenacetine.
Pink Root.
Podophyllin.
Potassium, Iodide of.
Potassium, Bromide of.
Santonine.
Savin, and preparations of.
Scammony.
Stramonium and preparations.
St. Ignatius Beans.
Strychnine and Nux Vomica.
Sulfonal.
Valerian.
Veratria.
Verdigris.
Zinc, Sulphate of.

The above is a full text of a Bill which has been introduced in the House of Commons by Mr. Lewis, an Ontario representative.

Exception will certainly be taken by every druggist to clause two in this Act, which if put in force would not only be a reflection on the capabilities and sincerity of the pharmacist, but would also interfere with the legitimate sale of articles of which he has received a liscense to be the vendor. We believe, however, that this Bill will be somewhat modified before being presented for its second reading, and we hope and are confidently of the opinion that it will be so worded as to give full protection to the public without giving away with the prerogative of the pharmacist.

We have no doubt that the actual intention of the framer of the Bill was to establish a Dominion Act, which would regulate mainly the sale of habit-forming drugs, and in this matter we feel safe in saying that the pharmacists throughout the Dominion will heartily endorse any such proposed legislation.

The schedule of poisons given, however, is too extended to be practicable, and we hope that on reconsidering the matter and framing the Bill for its second reading, the number will be limited at the most to those articles which appear say in Schedule A of the Ontario Pharmacy Act, although even this list is too large, and might well be reduced to a very few poisons which are used as "habit-forming drugs."

Clause 3 is one to which a majority, if not all, of our readers, will not take any exception. Poisons which appear in Schedule A might with safety be put up in bottles such as are designated and this would be a partial safeguard to the public at a slightly additional expense, which the pharmacist will be perfectly justified in adding to the cost of the article.

The intention of the Bill, we believe, is in the right direction, and should the objectional portion of clause two be withdrawn, the bill would, we believe, receive the general approval of the pharmacists of Canada and in our opinion would

Merck's Ether for Anaesthesia

E. Merck

Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

Supplied in 4 oz. and 1 lb. g.s. bottles

Darmstadt

REMINDER!

Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.

BENGER'S

Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it:—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS: BENGER'S FOOD, LTD., MANCHESTER, ENG.

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.

SOUTHALLS'

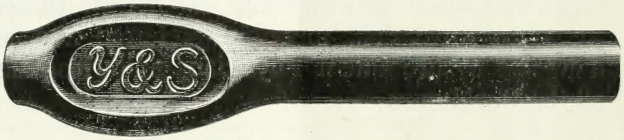
SURGICAL DRESSINGS

Absorbent Wools, Lints, Bandages, Gauzes and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint.

Southall Bros. & Barclay, Ltd.,
Weavers and Bleachers,
Mills—Bromsgrove & Birmingham, England.
AGENT FOR CANADA—J. M. SCHEAK,
CARLAW BUILDINGS, Wellington Street West, TORONTO.

Y&S

Stick Licorice



M & R Wafers in 5c muslin bags.
Licorice Lozenges in 5 pound tins

Acme Pellets in 5 pound tins
Softmints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

NORDHEIMER'S
HIGH-CLASS VIOLINS
—AND—
VIOLIN
REQUISITES



Violins for Beginners, Violin Classes, Schools, etc.

Violins for the Orchestral Profession.

Violins for Soloists.

Special Designs in Bows and Cases

Finest Strings Manufactured

Nordheimer Piano & Music Co., Ltd.
15 King Street, E. - TORONTO

be the initiatory step to the framing of a Pharmacy Act for the Dominion.

We understand that a competent committee will deal with the Bill, and we look for one which will be more workable and be more just to the Pharmacists than the above would indicate.

THE SALE OF COCAINE.

"For the love of a few dollars these men have thrown away the lives and futures of young men and young girls. I said formerly that those who put foreign matter or water into milk were criminals. Well, I find no word adequate for those who poison the very life blood of society. I am giving the alarm. I call upon parliament, upon the legislature, and upon our representatives to do all in their power to stamp it out."

This is the summing up of Recorder Dupuis in a decision given recently convicting a Montreal druggist for the sale of cocaine, contrary to law, and it will be heartily echoed by the Pharmacists of Canada who are anxious, not only that the stigma of this unholy traffic should be removed, but also are anxious to do all in their power to assist the authorities in the efforts being made to put a stop to the sale of cocaine as well as of all other habit-forming drugs.

The Pharmaceutical Association of Quebec is co-operating with the legal authorities of that Province to ferret out and punish all offenders, and if any druggist so far forgets himself and his duty to the craft, as well as to humanity, as to make these sales contrary to law, he richly deserves any punishment that may be meted out to him.

We understand that, at the instigation of the Quebec Association, a bill will be introduced at the next session of the Legislature by Dr. J. T. Finnie, M.L.A., looking to the regulation of the sale of cocaine, etc., and we trust that it will result in the passing of a law which will do away with this traffic by making the punishment of such a nature as will deter any one from engaging in it.

The bill introduced in the House of Commons which is referred to elsewhere, will, if it becomes law, be of a more general character, affecting as it will all the Provinces.

FINED FOR SELLING COCAINE.

Two Montreal druggists were charged before the Recorder's Court with the sale of Cocaine contrary to law.

Achille Goyette, 63 Rachel St., East, pleaded guilty and was fined $15 and costs, and George Leblance, M.D., of 1627 Notre Dame St., was found guilty and fined $25 and $27.17 costs.

PHARMACEUTICAL LEGISLATION.

Elsewhere in this issue we give our readers full reports of the meetings of the Council of the Ontario College of Pharmacy and the British Columbia Pharmaceutical Association, and desire to lay particular stress upon some of the more important transactions at these Council meetings and to the full reports, which will prove interesting reading.

ONTARIO COLLEGE OF PHARMACY.

The re-arrangement of geographical boundaries of Electoral Divisions.

Recommendation of Canadian Pharmaceutical Associations advising a course of instruction in Commercial matters to be taken up by the various colleges, and also recommending a scale of prices to be charged in the dispensing of prescriptions.

Taking action in reference to the proposed Legislation at Ottawa dealing with the sale of poisons, and the appointment of a committee to confer with the mover of the Bill.

A resolution passed puting the Council on record in favor of interchange of diplomas between the various Colleges of the Dominion, and also in favor of Dominion Legislation to enable any qualified pharmacist in any of the provinces to have equal privileges in all parts of the Dominion, and at the same time recommending that the standard of qualifications be that adopted by the O. C. P.

A report on the advisability of the inauguration of a Correspondence course, the committee on which was instructed to continue its labors.

B. C. PHARMACEUTICAL ASSOCIATION.

Adoption of the new Poisons Schedule which we give in full.

Ruling to be obtained from the Attorney-General of the Province as to the meaning of Section 69 dealing with the sale of liquor for medicinal purposes.

Dealing with Legislation looking to the prohibition of the sale of habit-forming drugs, and instructing the special committee to draft a bill for presentation at the Legislature.

Advising the formation of local associations throughout the Province. Appointment of examiners.

WILL PRESERVE ITS IDENTITY.

The Liquid Carbonic Company, of Chicago, desires us to state that there is no truth whatever in the report that the Company was about to form a combine with competing Companies.

They state thet they have no intention of giving up their "independent identity as the largest Soda Fountain and Supply House in the world."

With their increased plant, they are in better shape than ever to meet the wants of their customers.

IMPORTANCE OF CASH DISCOUNTS.

Only in rare and exceptional cases should merchants fail to avail themselves of the discount for cash in 30 days, or other specified time. It is, however, too often the case that merchants, and especially the small merchants do not avail themselves of it, paying instead the face of the bill without taking advantage of the deductions thus within their reach. This is sometimes carelessness, and sometimes because they have no funds to enable them to pay promptly. The five per cent. on each bill seems trifling, and they let it go. They do not stop to estimate how substantial an addition to their profits would in the course of a year be secured if advantage were taken of this discount for prompt payment. If the druggist is not able to avail himself of the discount it is pretty sure indication of bad management or insufficient capital. He will do well to inquire whether the trouble is to be found in the too liberal turning of his profits into merchandise, or to other uses which prevent him from having them to meet the sure and constant requirements of his business. An increased stock at the expense of a depleted treasury may be a short-sighted policy. There may be more money in the long run in having the ready cash and securing the discount for prompt payment. Where the merchant does not avail himself of the cash discount there is usually something wrong.

TOO MUCH OF THE PROFITS TURNED INTO MERCHANDISE.

It is a mistake for a druggist to permit himself to become too much restricted in his finances. It is a disadvantage in business not to have ready money available for current demands. Even a successful business is often hampered because its profits which might keep it on easy street are turned into other channels, leaving insufficient funds for a safe and comfortable carrying on of the business. This condition of things may have its advantage as it furnishes a constant spur to those in charge of collections, which must be made with promptness to meet imperative requirements. There is, however, a good deal of annoyance and discomfort, as well as serious practical disadvantage, in being cramped financially. This, however, is a condition into which many a prosperous merchant allows himself to drift simply because he permits too much of his capital to be tied up in one way or another, so that he has not sufficient for current uses.

One of the biggest mistakes in salesmanship is that we annoy our patrons with argument instead of pacifying them with persuasion.

ELECTRIC FAN TO PREVENT FROSTED WINDOWS.

Probably the best and simplest method yet found to keep frost from show windows has been discovered by a Denver clerk. He had tried all known remedies, but some flaw of one kind and another was found, until he tried using an electric fan. This is what he says :

"I had become wearied with using glycerine, alcohol and other things, and one day discovered by accident that a current of air circulating through the windows would keep the frost down. You see the constant opening and shutting of the door to the street always chilled the warm air in the show window, and as we did not have double windows, frost always hid our goods from the passerby.

"I start the fan when I come down in the morning, and inside of an hour the window is as clear as in the summertime. The circulating air keeps the chill air from striking the pane, and in order to always keep the air moving I keep one door of the window partly open all the time, which also aids in preventing all the hot air from being pushed against the cold window. I tried my fan treatment when the mercury was five below zero, and it works beautifully.

"Besides there is an advantage to it, for the pedestrian, seeing the fan at this time of the year, wonders what is up, and stops to examine the freak idea, seeking the reason for the stunt."

RIDGE'S FOOD IN NEW LANDS.

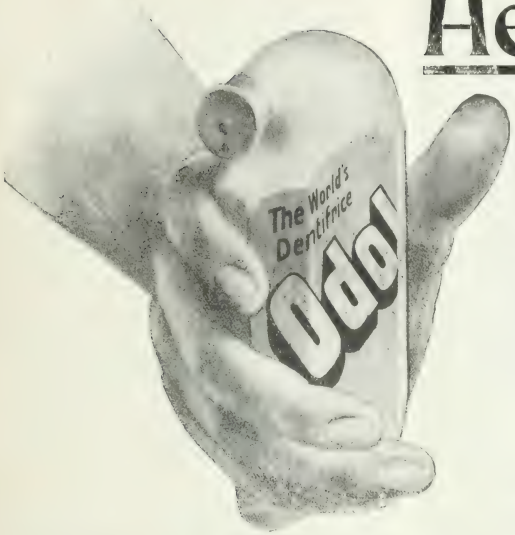
Announcement is made to the drug trade of a change in ownership of Ridge's Food, an infant food of recognized merit and virtue, which has not been vigorously pushed for several years. A new company, under the title of Ridge's Food Company, has been formed, of which the owners are Arthur B. Harlow, President and general manager ; Geo. S. Smith, Secretary and Treasurer ; George M. Angier, director.

Mr. Harlow was the advertising manager for the Mellin's Food Company at the time of his resignation, and had been in the employ of that company for fourteen years. This experience and service admirably equip him to place this worthy product before the public in an effective and convincing way. His associates are men of large affairs.

A new and very attractive package will be put out, and the advertising will be pushed vigorously.

The finances of the new company will be ample for a broad-gauge policy. The incorporators believe they have a product of great worth and merit, and will address themselves to a dignified development of the business.

Here



is the Dentifrice of world-wide fame and genuine merit.

A Good Show of Odol in the window is sure to attract many purchasers by the fascinating allurement of the dainty flasks alone. All who value dental health and comfort need Odol, and when they are attracted as purchasers of Odol, they become buyers of other things in the shop as well.

Odol is stocked by all Wholesalers

Apply for prices and particulars for direct supply to

ODOL CHEMICAL WORKS
59-63 Park St. LONDON, S.E., England

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

Special Export House for **OLIVE OILS** of the Provence and of Italy

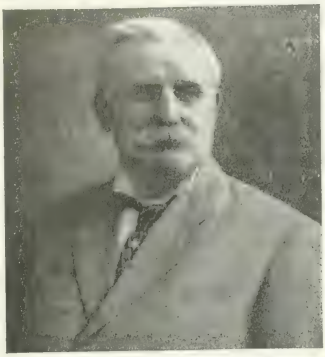
Registered Trade Mark "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. **BENABEN** at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

Sole Agent for Canada ***THOMAS REID*** 9 St. Nicholas St., MONTREAL.

Major's Cement the Strongest on Earth



Major's Rubber and Leather Cement

are the same price at RETAIL: 15 cents per bottle. At all jobbers. Liberal discounts. Write for our attractive offer and display stands and please send for our advertising matter.

MAJOR MANUFACTURING CO.

A. MAJOR, President

461 Pearl Street — New York City

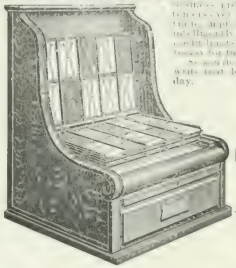
WHAT OF 1911 ?

Will you keep books next year in the same hortcut as did your father and grandfather? Will you permit yourself to be subjected to the vexes, errors, disputes, delays, the unsatisfactory and the vexatious ansing from the antiquated methods of handling accounts? Or will you install

The McCaskey Gravity Account Register System

FIRST AND STILL THE BEST

which with ONE WRITING will [illegible] your business from the time the order is received until the money is in the bank. It [illegible] you a way to simplify your bookkeeping, reduce [illegible] disputes with customers, get your money quicker in a way that will please your customers, and incidentally add [illegible] to your profits. Write for booklet telling [illegible] Send us a list of your accounts and we will send you a [illegible] day.



DOMINION REGISTER Company Ltd

Toronto, Can.

Manufacturers of the famous Safety Non-Smut Duplicating and Interleaving Sales Books and Single Carbon Pads in all varieties.



GILLETT'S LYE HAS MANY USES.

It makes soap. It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It's a fine disinfectant.

GILLETT'S CAUSTIC SODA.

GILLETT'S CREAM TARTAR.

Should be used by every druggist in Canada.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W.GILLETT COMPANY LIMITED

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

PHARMACY IN GREAT BRITAIN

Doctors and Prescribing Chemists—The Pharmaceutical M P. Educational Problems —Careless Storage of Disinfectants—Unqualified Drug Vendor Penalized.

(From our London Correspondent.)

The publication, early in December, of an official report on unqualified medical practice has aroused the keen interest of the pharmaceutical community. Many pages in the report deal with the thorny question of prescribing by chemists, and numerous charges are alleged against chemists as a class. The Blue-book is issued by the Local Government Board acting on a resolution passed by the General Medical Council urging the Government to take steps for the appointment of a Royal Commission to enquire into the evil effects produced by the unrestricted practice of medicine and surgery by unqualified persons. The information, it should be noted, has been obtained from medical officers of health throughout the country and other general medical practitioners. Referring to "chemists" in England and Wales, the report states that "prescribing by chemists is stated to be so common as to be practically universal throughout the country. In the replies received, qualified and unqualified chemists are not always distinguished, but it would seem that the latter prescribe more recklessly than the former, as they obtain no support whatever from medical men. While in the main they confine their attention to the so-called minor ailments and advise patients to consult a doctor in the more difficult cases, the evidence shows that a large amount of prescribing is what eventually proves to be disease of a graver character also takes place. This must inevitably be so, as the earlier symptoms of serious disease are very apt to be of an unalarming character. In some places their practice is stated to be so large as to exceed that done by general medical practitioners. They are resorted to especially by the poor, who, either from poverty or through lapse of subscriptions to a medical club, or because they consider their ailment unimportant, are unwilling to visit a doctor, and it is common for mothers of the poorer classes to take their babies to the chemist, or, in some cases, to ask him to prescribe even in their absence. In such cases the treatment appears to be more or less superficial, and the chemist commonly recommends proprietary infant foods, soothing syrups, or teething powders. It is comparatively rarely that a general practitioner sees the child of working-class people until it has been purged and medicined for several days by the prescribing chemist. Skin diseases in children e.g., ringworm—are also largely treated by them. They are known to treat in many instances all kinds of eye diseases and to prescribe spectacles — a branch of work that has increased since the inspection of school children was made compulsory. Hypermetropia is sometimes treated with myopic lenses, and astigmatism is treated badly. They are known to prescribe atropine and lead lotion in eye diseases. The treatment of venereal diseases is undertaken by many, and in some cases it is suggested that drugs are obtained from them for the purpose of procuring abortion. It is through chemists, in a great degree, that the sale of proprietary medicines has become so widespread, and the habit of self-drugging so prevalent. Many druggists act as unqualified dentists."

As may be well imagined pharmacists are up in arms against the attacks made upon them. Copies of the report have been furnished to the Council of the Pharmaceutical Society, and at its December meeting the Council appointed a sub-committee to formulate a statement for transmission to the proper authorities.

There was a good deal of excitement in the ranks of pharmacists on the night of December 7, when the result of the election in Stepney (London) showed that Mr. W. S. Glyn-Jones had been elected member of Parliament by a substantial majority. Your readers hardly need to be reminded that Mr. Glyn-Jones has been put forward as the nominee of the Pharmacists' Parliamentary representation Committee, and his success has given the greatest satisfaction, party politics apart. Mr. Glyn-Jones will, it is hoped, worthily represent the Pharmaceutical body in Parliament, and his future career will be watched with interest.

Pharmaceutical education continues to receive earnest attention of local associations, and stimulus will be given to the discussions now that it has been announced that the committee of the Council of the Pharmaceutical Society which has been considering the subject for some time will present a draft report embodying the proposals dealing with the division of the minor examination of the establishment of a curriculum. In response to a letter from the Hull Pharmacists' and in protesting against any raising in the standard of the qualifying examination, the President of the Society, Mr. J. F. Harrington,

has intimated that it was the opinion of every member of the Council that it would be inadvisable to raise the standard of examination.

Despite adverse criticism on the part of Gardeners' journals and interested manufacturers, the Law Department of the Pharmaceutical Society continues to show great activity. At Colchester on November 29, an unregistered drug store proprietor was ordered to pay a penalty of £5 with costs, for selling horse cough balls, a veterinary preparation containing poison, defendant not being a qualified chemist. The Judge said that the only way a defendant in proceedings such as these can defend himself was by passing the statutory examination.

The Pharmacopoeia Committee reporting to the General Medical Council at the half yearly meeting on Nov. 26, stated that the number of copies of the British Pharmacopoeia (1898) sold from May to November, 1910, was 545, and the total number sold during the year was 1,094. The annual sale thus continues to be steady.

The careless way in which a poisonous disinfectant is often stored was revealed at an inquest held on December 1st, at Eastbourne, relative to the death of a workhouse inmate named Frederick Hollebone, who died from poisoning by disinfectant fluid. It appeared that the disinfectant had been left in a lavatory by accident by another inmate, who stated that he did not know that it was poison.—The Coroner pointed out that the fluid was kept in a beer bottle, and the workhouse master said it was McDougal's No. 5 fluid. He thought it was marked "Not poison." It was bought at the grocer's in 20 gallon drums as "Carbolic Fluid, McDougal's No. 5," and it was served out in different sorts of bottles.—The Coroner: This one looks like a beer bottle. It seems to me to be inviting a catastrophe. He added that the authorities ought to prevent bottles which looked as if they contained something to drink to be used for poisonous disinfectant The jury found that Hollebone died from want of nutrition and exhaustion owing to his inability to take nourishment, and expressed the opinion that bottles containing the disinfectant should be labelled "Poison."

LOSING MONEY.

If you do not keep Dr. Marshall's Catarrh Snuff in stock you lose money as this standard article is in general demand. The manufacturer says that he is constantly in receipt of orders from individual parties who claim they cannot procure it from the druggist. Why lose these sales? A carton holding one half dozen bottles placed on your show case will sell the goods. Now is the season to sell it in your next order.

PROMPTNESS AND GOOD CREDIT.

In the desire to serve the community well in an attractive store and with a fine assortment of goods the merchant with limited resources may permit himself to be so tardy in his remittances that he is regarded by those who sell him as "slow pay." Even though he be perhaps perfectly good this is unfortunate. Besides being disagreeable to a sensitive or right feeling person there is a positive disadvantage in a business way. He may have a lot of money tied up in his business or have other property outside so that there is no question as to his financial responsibility. He is not, however, by either jobbers or manufacturers regarded as nearly so satisfactory a customer as if his accounts were promptly settled. Another merchant doing a smaller business and weaker financially, but who manages to pay his bills promptly will have a better standing with the houses from whom he buys. Dilatoriness in payment is in many cases the result of carelessness, connected with shiftless method of conducting business, or it may come from a constitutional reluctance to pay out money, even if it be on hand. There are, of course, also many cases in which there is scant capital or a business which is as yet unprofitable. But we are not referring to those who are thus working their way toward success and financial ease. We are at this time calling attention to the mistake often made of keeping the working capital of a profitable business at too low a level. A business which is making money should not be starved financially. There is, of course, the opportunity of merchants of responsibility to borrow money which will enable them to take advantage of discounts for prompt payment, and so to meet their obligations that their credit shall stand high. Before, however, they fall back on the banks for this financial supplementing of their resources it would be well to consider whether or not the wisest use is made of the capital invested in the business, and especially of the profits realized from it.—Iron Age.

MATHERS' PLASTERS, ETC.

We are pleased to note that Mr. Thomas Gibbard has opened a Manufacturers' Agency at Room 10, No. 43 St. Francois Xavier St., Montreal, and amongst other lines will represent Messrs. Mace & Haldane, London, Eng., for the sale of Mather's Plaisters and Specialties. Mr. Gibbard is so well and favorably known to the drug trade throughout Canada, that he will no doubt largely increase the sale of these old and acknowledged superior lines.

TRADE Gillette MARK
KNOWN THE WORLD OVER

Gillette's Thanks for a Good Year's Business

are due to the druggists of Canada collectively and individually. Please accept this expression of our gratitude to you personally for your active part in making the Canadian sales of Gillettes in 1910, 31 per cent. larger than in any previous year. We hope your whole business increased in proportion.

Now for 1911 let's work together to make it a still more profitable year for both of us. We've everything in our favor.

The Gillette itself is better than ever. Daily progress in machine handling of parts and in plating are steadily improving the razor frames. More important still, our analytical laboratory now proves our blade steel from the billet to the rolled sheet. This makes doubly sure our assurance that in the one essential feature of a razor, the shaving edge, the Gillette has a lasting keenness that is absolutely unequalled.

The Canadian market—YOUR market—for a five dollar razor is growing with the country's growth in prosperity and wealth. Last year's business proves this.

We're protecting Gillette prices the same as ever. No competitor in your town and no catalogue house in the world can undersell you. Your profit is sure.

The Gillette will be advertised this year just as vigorously as ever —perhaps a little more so—for IT PAYS. It makes it easy for you to sell the Gillette, and hard for us to keep up with the demand.

In a word, we stand behind the Gillette, and we stand behind YOU. We try to sell the Gillette FOR YOU as well as TO YOU.

The number of Gillette users—and Gillette boosters — is growing too. That helps.

We want your enthusiastic co-operation, and we want your friendly criticisms and suggestions. If we've neglected you or your territory, or if you can suggest a plan for improving the Gillette itself, or our way of advertising and helping you to sell it, talk it over freely with our representative, or write me about it. We'll appreciate it.

Yours sincerely,

A. A. Fitzhugh

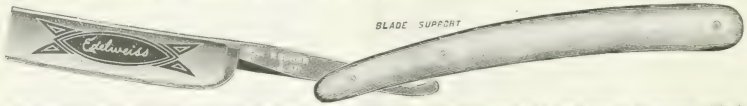
Manager

TRADE Gillette MARK
KNOWN THE WORLD OVER

"EDELWEISS"

A Gift that would be appreciated.

It would be hard for you to find something more appropriate as a gift for a Gentleman than H. Boker & Co's "EDELWEISS" Razor. These Razors are not only made to look good, but are good.



EDELWEISS is the name of a popular flower that grows only on the Alps and Pyrenees, and is a symbol of purity in every sense of the word. EDELWEISS is the name of a popular flower that grows only on the Alps and Pyrenees, and is a symbol of purity in every sense of the word. EDELWEISS Razors are the only razors with the QUALITY and TEMPER of EDELWEISS Razors—the name stands for excellence. Now, but the most skilful workmen from the time of the beginning of the process of manufacture. The finished EDELWEISS Razor is unspoiled by a touch of human hand. The EDELWEISS Razor is the "EDELWEISS" that grows above the other flowers.

FOR SALE BY ALL LEADING DRUGGISTS.

THANKS!

To Our Many Friends:

It is now with the past twelve months we have to record many things to be thankful for. It is always a pleasure to look back upon business. Look during the whole period has shown a continued increase, and it is with unusual pleasure that we can at least record our thanks to our friends throughout the Dominion for grateful support from all the many branches embraced. We confer upon the country what such a spirit of determination to meet a share of the general prosperity of the country, evidences of which are apparent from ocean to Canada to the other.

We sincerely hope that the New Year will abound in happiness and prosperity to you, and that the mutual kindly feelings which have existed between us for so many years will be cemented more firmly than ever.

Faithfully yours,

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG

THE MERCANTILE AGENCY

R. G. DUN & CO.

ESTABLISHED 1841

210 Offices (14 in Canada)

Rates of subscription quoted on application

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA



"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "best" use "Electric Beans."



"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

OTHER MEN'S BRAINS.

Originality is valuable to any business man, and particularly to the storekeeper who is his own business manager and advertising man, says the Inland Storekeeper. Still one cannot be original to the extent of never copying, for there is an old adage that says there is nothing new under the sun. Inasmuch as one must use the other people's ideas anyway it is well to see that the good ideas of good men are selected. In planning advertising, store changes, displays, etc., the work of the most successful stores in these lines ought to be observed, and when a village merchant sets out to do things he ought in advance to set out and see what others are doing and how they are doing it, in order to choose the best methods for himself. It is worth while for every small town merchant to visit a live city twice a year if for no other purpose than to see how the stores there are run, how they dress windows, how their goods are arranged inside, and how their clerks behave, etc.

Any lively shopping district where modern merchants are fighting tooth and nail for supremacy will show the smaller merchants from the country or from the towns around many ways of getting the people into the store and selling them the goods.

It has been our observation that the successful merchants in the smaller places are those who watch more closely the doings of the larger merchants elsewhere, and follow the ideas given in their trade and advertising journals.

It may be true that city methods will not do in country towns just as they are used in the city, but every plan that works out to advantage in the city has some modification that will get business out in the village.

Another thing that is profitable for the village merchant is to study the newspaper advertising of the merchants of the cities, and we venture the assertion that it would pay any retailer to take a city paper for that purpose, if for no other.

STATIONERY.

During the rush of the holiday trade, staple stock has naturally been to a certain extent, neglected. In placing orders for office and general stationery, dealers will find Catalogue No. 10, issued by Buntin Gillies Co., Limited, Hamilton, of great service. Three hundred pages of Office, School and Household Stationery, profusely illustrated and carefully described. This catalogue should be in the hands of every dealer in the country.

Siccosote Syrup is said to consist of "potassium sulphocreosotinate," fluidextract of gentian simple syrup and water.

Correspondence

We do not hold ourselves responsible for the opinions of correspondents. We reserve the right to withhold any letter. Discussion is invited on matters of interest to druggists.

AN ERRONEOUS REPORT.

Walkerville, Ont., Dec. 22, 1910.

Editor Canadian Druggist,
15 Toronto St., Toronto, Ont.

Dear Sir,—We ask your kind assistance in the way of disposing of a false impression which may have been created in the minds of your readers by wholly erroneous reports which have appeared in the Montreal Star, (December 17,) the Toronto Globe, the Toronto Star, and the Toronto News, (December 15.)

All four of the papers mentioned made the picturesque announcement that we had just declared a cash dividend of 15 per cent. and that, in addition thereto, we had paid during 1910 30 per cent. This is perfectly ridiculous. During 1910 we paid exactly the same dividend that we declared in 1909, namely 12½ per cent. of the par value of the stock, plus an extra dividend of 2½ per cent. That is all there is to it. In other words, we are paying for 1910 15 per cent. instead of 12½. There is no "melon" in the case. Would that there were!

The purchaser of our stock at present market prices receives a return of less than 4 per cent. on his investment. Why an industrial stock—and as you know, "industrials" are by no means the pets of prospective investors—should command a selling price so much above its par value, may be explained by reasons which are perfectly familiar to those who have employed our products; modesty forbids us to recite them!

Very truly yours,
PARKE DAVIS & CO.
W. M. Grant, Manager.

EXPLOITING THE SOFT-MASS PILL.

It is no secret that the soft pill as developed by Parke Davis & Co. was several months in the making. Much experimenting had to be done before the process was perfected. When success was assured, however, the company lost no time in acquainting physicians with the achievement. The advantages of the pills were at once presented in the various ways in which the company, through its exceptional resources, is enabled to get the ear of the medical profession. Prescriptions for Pills "P.D. & Co., soft," soon began to appear in the drug stores of the country. To day there is an established demand for the goods, a demand that has been growing steadily for a good many weeks without any ap-

parent stimulus in the way of concerted promotion work.

"Push the products that push themselves" is a commercial law of Parke Davis & Co., and it is not surprising to learn that the extensive and varied advertising machinery of the company is to be put in motion with the object in view of making soft-mass pills (P. D. & Co.) known to physicians from one end of the country to the other. Full-page space is being taken up in the medical journals. Letters and literature are to be mailed to physicians. Detail men will be busy in the field. In view of this spirited campaign it is a safe assumption that there will be an augmented demand for Parke Davis and Co.'s soft pills within a very short time, a fact which druggists may well bear in mind. The company now puts out twenty formulas by the soft-mass process. The list appears in full in this number of this copy of journal, and will repay a careful study.

SUITING THE WORD TO THE ACTION.

"What is the secret of success?" asked the Sphinx.

"Push," said the Button.

"Take Pains," said the Window.

"Never be Lead," said the Pencil.

"Be up-to-date," said the Calendar.

"Always keep cool," said the Ice.

"Do business on tick," said the Clock.

"Never lose your head," said the Barrel.

"Do a driving business," said the Hammer.

"Aspire to greater things," said the Nutmeg.

"Make light of everything," said the Fire.

"Make much of small things," said the Microscope.

"Never do anything offhand," said the Glove.

"Spend much time in reflection," said the Mirror.

"Do the work you are sooted for," said the Flue.

"Get a good pull with the ring," said the Door Bell.

"Be sharp in all your dealings," said the Knife.

"Find a good thing and stick to it," said the Glue.—National Temperance Advocate.

A REFLECTION.

When one reads the pitiable diatribes which emanate from the minds of some people whose vision is distorted by egotism and regardlessness of truth, is it any wonder that we should ask to be delivered from "envy, malice and all uncharitableness."

Nesain is an arsenic-proteid compound.

A STRAIGHT TALK TO CANADIANS.

When Sir Wilfrid Laurier visited England a few years ago he expressed a strong opinion that it would be a good thing to encourage and increase Canada's trade with the Old Country to the utmost possible extent, a preferential tariff followed and was a practical move in the right direction (It is beyond doubt that England would grant a similar preference if she ever adopts a Tariff) and to-day Canada's home and export trade has developed in a fashion that staggers the world, but all business authorities agree it is only in its infancy at present. What its adult size will be is beyond prophesy, yet to maintain its continuous sturdy development it is essential that all should pull in one direction, and taking the Premier's statement given above as the expression of a policy which unites our business world, we draw attention to the products of the well-known British House, Oppenheimer, Son & Co., Ltd., London -for instance PULVERETTES are a real Pharmaceutical triumph of which any firm might be proud. They are actual powders in pill form, the sugar coating is like an eggshell, when pressed between thumb and finger it cracks and the powder is released, yet it is sufficiently hard to retain its shape. It does not crack on keeping and contains absolute accurate doses of the medicament. The process of manufacture is unique, and we understand is patented every where, the granting of a patent in the U. S. A. is sufficient to prove that the process differs from the existing methods in use there and the claim to supersede American-made Powder Pills is backed by the fact that in making Pulverettes no hard core is used as a nucleus to start the pill, and more important still, no variation in size or weight occurs in the finished product. The reputation of this firm for quality is second to none in England, and it is as well to remember the whole weight of this reputation is behind a Pulverette, in these days when cheap drugs are so often employed by unscrupulous manufacturers. Private formulae specialties usually made into pills, cachets, tabellae, etc., can be made with advantage in Pulverette form, and they can be had in round, flat or ovoid shape and with any color coating. To look at, Pulverettes do not differ from well-made sugar-coated pills or compressed tablets, but when swallowed the superior solubility and medicinal action place them ahead of any other method of administering solid drugs.

Pituitrin is a dried extract of the infundibular portion of the pituitary gland. It has vaso-constrictive action like the suprarenal gland, and heart stimulant and diuretic effects like digitalis or strophanthus.

The Pure Food Law
prohibits the sale of any
but strictly pure

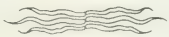
Special Prices when ordered in bulk packages.

EXTRACT
. VANILLA .

WYETH'S represents the True Flavor
of Choice Vanilla Beans

FREE FROM ANY ADULTERANT

PURE AND WHOLESOME



JNO. WYETH & BROTHER

INCORPORATED

Philadelphia, Pa.

VANCO

MERCURIALS

Mercury Bichloride
Mercury Subchloride
Mercury Oxide
Mercury Ammon. Chlor.
Mercury Iodide
Mercury Ointment H. and B. P.

IODIDES

Pottassium Iodide
Sodium Iodide
Ammonium Iodide
Iodine Resubl.
Iodoform

Best Quality and Best Prices

ALL MADE IN CANADA

Write for our Price List

CHEMICAL LABORATORIES LIMITED

148 Van Horne Street — Toronto, Ontario





The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

DRUG REPORT.

Business during December has been good. Just enough sleighing to make Christmas business brisk.

Bismuths, Bromides, Cream Tartar, Sal Rochelle, Tartaric Acid, are considerably higher.

Glycerine very firm, it will likely be higher.

Cocaine is likely to be higher.

There have been a number of minor changes in chemicals on account of the doing away with the German Surtax, and include a number of the newer remedies, the prices of which many druggists are not familiar with; these changes are noted below.

A Advanced. D Declined.

A.—Acid Picric..... ....lb. .90
A.—Acid Tartaric..... ....lb. .36
A.—Acid Tartaric Pulv..... ....lb. .37
A.—Alcohol Allylic..... ....oz. .80
D.—Alcohol Methylic C.P..... ....lb. $1.10
A.—Ammonia Bromide..... ....lb. .65
D.—Ammonia Bicarb..... ....oz. .15
D.—Arsenic Bromide..... ....oz. .20
A.—Bark Ash Prickly..... ....ib. .85
A.—Barium Carb Pure..... ....lb. .50
D.—Barium Chloride..... ....lb. .20
A.—Bismuth Carb..... ....lb. $3.25
A.—Bismuth Nitrate Cryst..... .....oz. .30
A.—Bismuth Subnitrate..... ....lb. $3.25
D.—Bromoform..... ....oz. .20
A.—Buchu Leaves..... ....lb. $1.25
A.—Caseine Com'l..... ....oz. .35
D.—Calcium Sulphide..... ....oz. .10
D.—Chloral Hydrate..... ....lb. .55
D.—Cobalt Sulphate..... ....oz. .15
A.—Cocaine Mur. ¼..... ....ea. .65
D.—Codeine Hydrochlor ¼th oz.... ...ea. .50
D. Colchicine E.P. Cryst., 15 gr. tube..... ....ea. $1.40
A.—Copper Aluminate..... ... .oz. .15
D.—Copper Chloride..... ....oz. .10
D.—Copper Citrate..... ....oz. .25
D.—Copper Cyanide..... ....oz. .15
D.—Copper Nitrate..... ....oz. .10
D.—Copper Oxalate..... ....oz. .15
D.—Copper Pot. Chlorid)..... ... .oz. .10
D.—Digitoxin 1 gr. tubes..... ....ea. .95
D.—Digitoxin Tablets 50's..... ... ...ea. .35
D.—Emetine Resinoid ¼th..... .....ea. .75
A.—Euresol..... ....oz. $1.25
D. —Gelseminine C.O., 5 gr. tube ....ea. .70
D.—Gelseminine Hydrobromate, 5 gr. tube..... ....ea. .70
D.—Gelseminine Hydrochlor, 5 grain tube..... ....ea. .70
D. Gelseminine Sulphate, 5 grain tubes..... ....ea. .70
D.—Gold Cyanide Mono, 5 gr..... ...ea. .75
D. Gold Cyanide Tri. 5 gr..... ...ea. .80
D. Gold Oxide, 5 gr..... ....ea. .65
A. Gum Benzoin..... ....lb. $2.00
D. Guaiacol Benzoate ....oz. .60
D. Guaiacol Valerianate ....oz. .60
D. Hematein, 15 cr. bottle..... ...ea. .20
D. Hematin, 15 cr. bottles..... ...ea. $1.25
D.—Homatropine Salicylate, 1 gr. tube..... ....ea. .30
D.—Homatropine Sulphate, 1 gr. tube..... ....ea. .30
D.—Hyoscine Hydrobrom, 1 grain tube..... ....ea. .25
D.—Hyoscine Hydrochlor, 1 grain tube..... ....ea. .25
D.—Hyoscine Hydriodate, 1 grain tube..... ....ea. .25
D.—Hyoscine Pure Amorphous, 1 gr. tube..... ....ea. .25
D.—Hyoscine Sulphate, 1 gr. tube ea. .25
D.—Hypnone..... ....oz. .50
D.—Iodine Bromide..... ....oz. .30
D.—Iodine Chloride..... ....oz. .50
D.—Iron Ammon. Cit..... ... .lb. .60
D.—Iron Benzoate..... ....oz. .20
D.—Iron Bromide..... ....oz. .15
D.—Iron Malate..... ....oz. $1.00
D.—Iron Nitrate Crystals..... ....oz. .10
A.—Iron Ferrocyanide Purc..... .....oz. .20
D.—Juice Papaw..... ....oz. .70
D.—Keratin Pepsinized..... ....oz. $1.25
D.—Lecethin Tablets (bots. of 100) bot. .75
D.—Lead Peroxide..... ....oz. .10
D.—Laevulose, Microscopy..... .....oz. .40
D.—Laevulose, Diabetic, 100 grams. ea. .80
A.—Lime Chloride, bulk..... ....lb. .6
A.—Lime Chloride, 1 lbs..... ... ...lb. .7
A.—Lime Chloride, ½ lbs..... ... ...lb. .8
A.—Lime Chloride, ¼ lbs..... ... ...lb. .12
A.—Liniment Saponis B.P..... ... ...lb. .80
D.—Lithia Bromide..... ....oz. .20
D.—Lithia Bitartrate..... ....oz. .20
D.—Lithia Iodide..... ....oz. .30
D.—Magnesium Acetate..... ..... . oz. .15
D.—Magnesium Bromide..... ....oz. .20
D.—Magnesium Iodide..... .... oz. .55
D.—Magnesium Nitrate..... .... oz. .15
D.—Magnesium Silicylate..... ....oz. .20
D.—Magnesium Silicate..... ... .. oz. .15
D.—Magnesium Sulphite..... .....oz. .10
D.—Manganese Borate..... ....oz. .10
D.—Manganese Bromide..... ....'oz. .30
D.—Manganese Carbonate..... .....oz. .10
D.—Manganese Iodide..... ....oz. .50
D.—Manganese Peptonized..... .....oz. .20
D.—Mercury Acetate..... ....oz. .20
D. Mercury Cyanide..... ....oz. .20
D. Mercury Oxycyanate... ... .oz. .30
D.—Mercury Salicylate..... ....oz. .20
D.—Mercury Sulph. c. Sulph. (Ethiops Mineral)..... ....oz. .10
A.—Mercury bi-Sulphate... ... .oz. .15
D. Mercury Sulphocyanide..... .....oz. .20
D.—Mercury Tannate..... ....oz. .20
D. Methalol..... ....oz. .25
D. Methylene Bichloride..... ....oz. .40
D. Molybdenum Metal..... ....oz. $1.20
D. Monochlorophenol..... ....oz. .25
D.—Narceine Hydrochlor ¼ths..... ...ea. $1.20
D. Neurodine, 25 grammes..... .....ea. .75
D. Nickel Bromide..... ....oz. .25
D. Nickel Carbonate..... ....oz. .15
D. Nickel Chloride..... ....oz. .10
D. Nickel Nitrate..... ....oz. .10
D. Nickel Phosphate..... ....oz. .15
D. Onium..... ....lb. $6.00
D. Paracresol..... ....oz. .30
D. Pepsin Pure Soluble..... ....'oz. .15
D.—Phosphorus Pentachloride..... ...oz. .15
D.—Pilocarpine Salicylate, 5 gr..... ...ea. .20

D.—Pilocarpine Sulphate, 5gr.... ...ea. .20
D.—Pilocarpine Valerianate, 5 gr....ea. .20
D. Piperine, ½th..... ....ea. .25
D. Platinum & Barium Cyanide, 5 grains..... ....ea. .60
D. Platinum Bichloride, ½ oz. tube ea. $3.00
D. Pyrocatechin..... ... .oz. .15
D.—Potassium Arsenite..... ....oz. .15
A.—Pot. Bitart Pulv..... ....lb. .25
A.—Potassium Bromide..... ....lb. .15
D.—Potassium and Mercury Iodide oz. .50
D.—Potassium Nitrate C.P..... .....lb. .20
D.—Potassium Salicylate..... ....oz. .15
D.—Potassium Silicofluoride..... .....oz. .15
D. Potassium Sulphocarb..... .....oz. .15
D.—Propylamine..... ....oz. .25
D.—Quince Seed..... ....lb. .15
D.—Quinine Bromate..... ....oz. .75
D. Quinine Bromide..... ....oz. .40
D. Quinine Citrate..... ....oz. .15
D. Quinine Ferrocyanide..... ....oz. .50
D.—Quinine Hydrochlor..... ....oz. .60
D.—Quinine Hydriodate..... ....oz. .50
D.—Quinine Lactate..... ....oz. .50
D.—Quinine Phosphate..... ....oz. .40
D. Quinine Salicylate..... ....oz. .40
D.—Quinine Sulphate..... ....oz. .30
D.—Quinine Tannate... ....oz. .30
D.—Quinine and Urea Hydrochlor ...oz. .60
D.—Valerianate..... ....oz. .50
A.—Sal Rochelle..... ....lb. .28
D.—Soda Formate..... ....oz. .15
D. Soda Hippurate..... ....oz. .90
D.—Soda Hyposulphate..... ....oz. .25
D.—Soda Nitrite C.P. Sticks..... .....oz. .10
A.—Soda Oxalate..... ....oz. .10
D.—Soda Permanganate..... ....oz. .30
D.—Soda Salicylate..... ....lb. .60
D. Soda Succinate..... ....oz. .30
D.—Soda Tetraborate..... ....oz. .15
D.—Soziodol Zinc..... .... .oz. $1.30
D.—Starch Iodized..... ....lb. .15
D.—Strontia Acetate... ... .oz. .15
D.—Strontia Carbonate..... ....oz. .10
A. Strontia Chloride..... ....oz. .30
D.—Strontia Phosphate..... ....oz. .15
A.—Terebene..... ... .oz. .15
D.—Toluene..... ....lb. .60
D.—Uranium Acetate..... ....oz. .75
D. Uranium Ammon. Fluoride... ...oz. $1.10
D. Zinc Bromide..... ....oz. .15
D.—Urea Crystals..... ....oz. .20
D.—Zinc Benzoate..... ....oz. .20
D.—Zinc Carbolate..... ....oz. .15
D. Zinc Cyanide..... ....oz. .35
D. Zinc Foil..... ....oz. .10
D.—Zinc Hypophosphite..... ....oz. .10
D. Zinc Oxide..... ....lb. .15
D. Zinc Oxide, dry process..... .....lb. .25
D. Zinc Permanganate..... ....oz. .50
D. Zinc Stearate..... ....oz. .15

The German Surtax having been removed during the year affected in a small way many items but made no material change in price of chemicals handled here in large quantities, such as Mercurials. Bismuths, etc., which principally come from England, and the change, on account of the French Treaty in the duty on Liquid Patent Medicines (non-alcoholic) from England which now pay 25 per cent. duty instead of 50 per cent.

Although it was generally thought that the high prices many drugs and chemicals reached in 1909 was the maximum, yet during the year just past many values were still enhanced. Alcohol, however, the druggists mainstay, (outside of Aqua Pure) has been reduced by the Distillers, and this fact is appreciated, and the Government should make more favorable permanent arrangements for manufacturers use. We are given to understaad, however, that the reduction may be only temporary

Bromides, which have been sold for years at no profit by the manufacturers, advanced towards the end of the year and may still advance.

Bismuths, which have been low, have been fixed at higher figures by the manufacturers.

Tartaric Acid, Sal Rochelle, Cream Tartar and all Tartrates took an upward move in the fall, and are on the average about five cents a pound higher.

Buchu Leaves reached an abnormally high figure during the year. As the new crop arrives they will sell cheaper.

Cubebs, Ergot, Santonine, Quince Seed, Asafoetida have been at high figures and no relief in sight, except perhaps Cubebs and Quince Seed.

Glycerine, on account of immense demand, has been high, and during the winter even higher prices may be reached.

Opium and its derivatives have had their usually wobbly career during the year and close at reasonable figures.

Quinine has maintained a steady low value.

Insect Powder has been high for a pure article, many cheap grades have been and are being offered. It does not pay to fool with second grade qualities of an article of this nature.

Paris Green was higher than in 1909; prices for 1911 not fixed yet, but it is not likely they will be lower.

Generally trade has been good, and druggists as a rule are well satisfied with results.

Ethyl morphine Hydriodide is analogous to dionin (ethyl morphine hydrochloride) in action and uses, but it is claimed, causes less pain and leaves less visible and smaller cicatrices in the corneal It is used mainly in corneal ulcers and opacities and in chronic trachoma.

Pulmacol is, according to Dr Zernik, a syrup of potassium guaiacolsulphonate combined with extract of thyme. It is exploited as a remedy for affections of the respiratory apparatus.

Sick Room Supplies

Many druggists do not get their share of this line of trade because their stock does not contain a complete line.

Some Selling Lines:

Sick Feeders, many styles; Feeding Tubes and Bottles; Rubber Sheeting; Catheters; Rectal Tubes; Stomach Pumps; Clinical Thermometers; Nurses History and Temperature Charts; Medical Batteries; Surgical Dressings; Sputum Cups; Medical Glasses.

Have a chat with our traveler next time he calls or write direct. We believe it will pay you to put in an assortment of this line.

The J. Stevens & Son Co.
LIMITED
145 Wellington Street West, TORONTO.

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

BUY YOUR

PERFUMES

AND

Toilet Preparations

FROM

Sovereign Perfumes, Ltd.
TORONTO

Quality the Highest

PRICES RIGHT

Nasmith's

Cordial Chocolates

A Dainty, Popular Package of Liquid Centres.

Write:

The Nasmith Co'y
TORONTO

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.



FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

'TABLOID' BRAND
'KEPLER' BRAND
'ENULE' BRAND
'VALULE' BRAND
'VALOID' BRAND
'SOLOID' BRAND
'HAZELINE' BRAND
'ELIXOID' BRAND
'VAPOROLE' BRAND
'WELLCOME' BRAND

The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & CO.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & CO., LONDON (ENG.)

SYDNEY CAPE TOWN MILAN SHANGHAI

Full stocks are held by all the Firm's Houses and also at the following depots:

TORONTO, ONT.; W. J. A. & H. Carnahan—LONDON, ONT.; J. A. Cates-cross & Son—VANCOUVER, B.C.; W. M. Harrison & Co.—WINNIPEG; MAN.; W. F. A. Boathwaite, and The Gordon Mitchell Drug Co.

E 141

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
56 lb. Cans, 28 lb. Cans and
Winchester Quarts

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

3 Dalhousie St. - Montreal

WINDOW SEARCHLIGHTS

Easily Installed

Opaque
not one ray lost on
top and ends of
windows

Scientific Design

Reflective Surface
of pure silver
Brightest known

Cuts light at window line
none wasted on sidewalk

These Reflectors of standard efficiency are Listed by the Canadian Electrical Horse Guarantee. If your dealer does not carry, address

National X-Ray Reflector Co., 222 Jackson Blvd., Chicago

Glaxo

AN IDEAL INFANT FOOD

PRESENTS THE FOLLOWING

ADVANTAGES:

1. High percentage of fats.
2. No starch.
3. Easily prepared with hot water.

Glaxo

is recommended by the Medical Profession; is **price-protected** to the Druggist.

G. W. Davey & Co.

WINNIPEG - TORONTO - MONTREAL

THE EUREKA OINTMENT POT

REDUCTION IN PRICE



Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5.35	5 Gross
1 "	6.55	5 "
2 "	7.80	3 "
3 "	9.00	3 "
4 "	12.75	2 "
6 "	15.00	2 "
8 "	20.00	1 "
12 "	27.00	1 "
16 "	33.00	1 "

FOR SALE BY JOBBERS DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

PHARMACY, HIGHLAND PARK COLLEGE DES MOINES, IOWA.

RESIDENT COURSES I. Regular Ph. G. Course. II. Special Course to prepare students for examination before State Boards. The largest and best equipped College of Pharmacy in the United States. School the entire year. Students present from almost every State in the Union. Expenses very reasonable.

The best Correspondence Course in Pharmacy before the public. The **CORRESPONDENCE COURSE** Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. We can prepare you for your examination before any State Board of Examiners. Send for free catalogue. Mention course in which you are interested. Address:

HIGHLAND PARK COLLEGE OF PHARMACY, DES MOINES, IOWA.

Canadian Druggists !!

YOU GET FULL PROFITS ON *Nature's Remedy* REG. U.S. PAT. OFFICE NR-TABLETS-NR

WRITE TO-DAY for our Special Proposition. It's a live one—one that will make good and do it quick.

TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS, MO. SMITH'S FALLS, ONT.

HOW BEST TO INCREASE ONE'S PRESCRIPTION BUSINESS.*

By Jacob Diner

Not being conceited enough to consider my methods absolutely the best, I shall therefore only attempt to give my views and experiences with some methods for increasing the prescription business. The building up of a prescription business divides itself into two separate branches —first, your efforts among the medical men; secondly, your work with the public.

For the Doctor.

Since the influence of the physician upon the prescription business is of unquestioned importance, we will treat this branch of the subject first. A word from the medical attendant will either send the prescription to you or will forever stamp you as unreliable in the mind of the patient. To gain the good will of the physician we must adopt as our watchward, Honesty, with a capital H, and never deviate one hair's breadth from it. We must first be honest to the physician by absolutely and positively refusing to do any counter-prescribing whatsoever. And when I say that, I mean it in the fullest sense of the statement.

Even the recommendation of ready-made preparations should be eschewed, and there must be no subterfuge or mental reservation to beg the question and make the sale, while at the same time trying to make yourself to believe that you are ethical and honest. There must be no headache cure, kidney cure, lung balsam, etc., under your own name, or under that of some assumed chemical company. As a matter of cold fact, you do not know what is good for your customer's kidney, liver or other organs, nor do you know what is causing the temporary or chronic distress from which he is suffering; then why not be honest enough to say so and tell him that the man to go to is the physician.

Next in importance in your relations with the physician is honesty and skill in compounding prescriptions. Make it an iron-clad rule not to substitute under any condition. If for some reason or other you cannot supply what the doctor has ordered, communicate with him and tell him why you cannot fill his order as written. He will appreciate it and think far more favorably of you than he would if you resorted to sophistication and subterfuge.

However, beyond the necessity of establishing your honesty with the physician, you must incessantly labor to prove your ability and to keep it constantly before his eyes. You must convince the doctor and ever remind him of the fact that you are a well-trained, professional man willing to assist him in the treatment of his cases. Improved methods of administering his favorite drugs; information desired by him on new remedies; general up-to-dateness in your prescription department—then approach should be utilized in appealing to him.

And by no means must you neglect to tell him all about it at every possible opportunity. It will not pay you to wait until the doctor comes to you. You must go to him. You must approach him personally. You must send him pamphlets; give him samples of the products of your laboratory; make suggestions about vehicles and modes of administration, and approach him in a thousand and one little ways which will suggest themselves once your mind is directed into these channels and opportunities are watched for. Keep posted on the modern Materia Medica, and let the doctor know that you are posted.

For the Public.

The public is influenced in its preferences by three main considerations: (1) Honesty; (2) Service; (3) Price.

The same rugged and unflinching honesty which characterizes your relations with the doctor should be followed in your dealings with the public. If a prescription calls for something you have not on hand, and the procuring of which will take some time, be honest and tell your customer. He will think far better of you than if he caught you in a lie. In fact, he will gather the impression, and justly so, that you are thoroughly reliable, and that you would rather admit not having the article on hand than to compound a prescription improperly.

As to service, too much stress cannot be laid on it. Ever let your customer realize that you are a gentleman and give them no cause to forget it. Also remember that people coming into a drug store are more or less in distress, either physical by reason of their suffering, or mental by reason of affliction in the family, and it is up to you to treat them with kindness and forbearance.

In the matter of deliveries you must be very, very prompt. No matter whether the medicine is to be taken at once or next day, the people are in suspense from the moment they call for the physician up to the time the medicine is in their hands—and the druggist should be careful not to prolong the suspense. Acquire a reputation for quick deliveries.

The matter of price does not play as important a part as one would imagine. It is far better that you acquire a reputation of being a reliable druggist than a cheap druggist. Of course "rubbing it in" should be avoided, but charge a legitimate profit on the material and a professional remuneration for your services. Frequently I have had customers ask me if I did

not think I was asking a rather stiff price for a prescription. I remember one complaining about a 25-cent price for two capsuls, each containing ¼ grain of podophyllin, 2 grains of calomel and 5 grains of sodium bicarbonate, the customary price in my vicinity being ten to fifteen cents. I told him that the cost of material did not exceed one cent ; that the box cost two cents more, and that I had charged him the balance for time spent in weighing, triturating, ecapsulating and for knowing how. That man was thoroughly satisfied with my explanation—considerably more so than if I had attempted to lie to him about the cost of the material, and he is a good customer to-day.

Make your customers realize that you are as much entitled to remuneration for professional services as the lawyer or the doctor, and then earn your professional remuneration by being a professional man !

FLOOR POLISH RECIPES.

The following formulas are said to yield good floor polishes, which have the added merit of being cheap :

Stearin 100 parts, yellow beeswax 25, potassium hydroxide 60, yellow laundry soap 10 parts. Water and coloring matter are added to suit. Heat together until saponification takes place.

Another excellent formula is the following: Beesewax (yellow) 25 parts, yellow laundry soap 6, glue 12, soda-ash (80 deg. B.) 25 parts, water and ochre sufficient quantity. Dissolve the soda ash in 400 parts of water ; add the wax, and boil down to 250 parts ; then add the soap. Dissolve the glue in 100 parts of hot water, stir in the ochre and mix with the saponified wax.

The following is recommended for light, unstained parquette floors : White wax 75 parts, bleached shellac 75 parts, clear resin (transparent) 6 parts, turpentine 100 parts, menthylated spirit 400 parts. Melt the wax, shellac and resin together, remove from the fire, let cool down somewhat, and add the turpentine with constant stirring. Warm the alcohol carefully to near the boiling point—this must be done on a water bath—then add to the other mixture with rapid and constant stirring. This preparation should be slightly warmed before applying, and the floor afterwards polished with woollen cloths—Oil and Color Trade Journal.

FORMOBOR, FOR STERILIZING INSTRUMENTS.

An aqueous solution containing 4 per cent. of formaldehyde, and 1.5 per cent. of borax.

KNOW THYSELF.

One of the best salesmen I ever knew—a ten-thousand-dollar man—has a rule that you can apply to your own work, says a writer in an exchange. He says that he made it a point always to study himself. For instance, suppose he talked to a man and failed to sell him. When he got outside, instead of standing there and turning the air blue and calling the man all the pet names (nit) that he could think of, he would ask himself, "Where was I weak and unconvincing ? Why did I fail to sell him ?" He would blame himself, not the prospective customer. He would study the case from that standpoint until he saw where and how he had failed to make a sale, and then decide how he would tackle that man next time, or how he would act with the next customer who made similar objections. In this way he taught himself how to handle different persons and meet different circumstances. He got to such a point that he could sell almost every one he called on. That was a perfectly natural result, because no matter what obstacle he met, he was up on the right way to get around it.—Ex.

THE POWER OF A LETTER.

Amongst to-day's business men the art of letter writing is a most valuable one, and represents capital to the man who is so fortunate as to possess it. Your letters are personal messengers carrying your ideas, and they can be made to work for you almost as well as a living servant carrying a verbal message, backed by personal persuasion and argument, says Saddlery and Harness. With a right command of language, and skill in tactfully applying it, you can make your proposal or statement nearly as well by letter as if face to face with your man. You can back it up by example, stir up interest, sustain it, convince, argue, drive home the point, and get the business, by the proper use of paper and ink. But a weak letter does nothing. If you have not studied letter writing from a good many points already, then there is something for you to do now. The formal letter of yesterday with its say-nothing, hackneyed and meaningless phrases, can be put aside by progressive men as a thing of the past.

FOR 1911.

Don't tell me of luck, for it's judgment and pluck
And courage that will never shirk,
To give your mind to it and know how to do it
And put all your heart in your work.

—Sir Arthur Doyle.

"WALPOLE"

Hot Water Bottles Won't Leak



You know the constant danger with an ordinary Hot Water Bottle, of pouring in water a little too hot, loosening the cemented joints, starting a leak, and ruining the bottle.

Walpole Hot water Bottles are proof against this annoying weakness. They are made by the Gleason Fusible Core Process of one piece of pure Para rubber, without seam, joint or cement to give way. They will remain watertight until they are worn through, and as they are made of the finest rubber, steam-cured, this means for a lifetime.

Walpole Hot Water Bottles are guaranteed for two years against boiling water or any possible accident

'CATSPAW' RUBBER HEELS WON'T SLIP

The Canvas Friction Plug vulcanized into each CATSPAW Rubber Heel prevents slipping, not only while the heel is new, but until it is quite worn out. The corrugations and cup-shaped hollows on which all other rubber heels depend for their grip wear off quickly leaving the heels almost as slippery as leather.

The Friction Plug makes CATSPAW Heels wear longer, while corrugations and hollows shorten the life of other heels.

CATSPAW Rubber Heels are made of new, live rubber. They give a light, springy tread secure on on any surface.

Get CATSPAWS on your shoes and note the difference.

Walpole Rubber Co., Limited, MONTREAL.

Mr. Druggist—take advantage of the big demand—display **WONDER-SHINE** in your window.

WONDER-SHINE

is the new silver cleaner that delights all Canadian housewives.

It cleans so easily, removes all tarnish instantly from silver, gold and plated ware without rubbing.

No dust, no mess—just a few minutes pleasant work and the silver looks like new.

WONDER-SHINE is guaranteed absolutely non-injurious to plated-ware, silver, gold, hands or clothing.



Your customers know **WONDER-SHINE,** and after one trial will use no other silver cleaner.

Hold this trade—make **WONDER-SHINE** a leader—display it prominently on the show case and in the window.

It means increased profits and delighted customers.

If you have not **WONDER-SHINE** in stock, send at once for your full size sample package, full information and our new selling plan. Write today.

HOUSEHOLD CONVENIENCE CO., Limited, Toronto, Ontario

PAP SAG
Tablets
DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal

Be Able to Fill Orders for

PINEX

The Big Selling Cough Remedy

This is one of the heavy sellers in the U. S. Now manufactured in Canada.

This remedy was designed by a Pharmaceutical Chemist to take the place of a thousand and one home-made cough remedies, upon which the druggist makes little or no profit.

These people are being educated to buy Pinex (50c) getting a better remedy, and paying the druggist a good profit.

Pinex has brought to the druggist a big volume of new business from people who would not buy an ordinary cough remedy.

It is a clean, meritorious pine-tar preparation. A quick repeater.

You can stock it safely. **The sale is guaranteed. Unsold bottles returnable at any time.**

Order a few bottles from any jobber. $4.25 per dozen. Retails at 50c.

The Pinex Co., - Toronto, Can.

ONTARIO COLLEGE OF PHARMACY

Semi-Annual Meeting



The semi-annual meeting of the Council of the Ontario College of Pharmacy commenced at the Board room of the College, at 2 p.m. on Monday, December 5th, 1910. The following members were present: Mr. J. Hargreaves, President, Toronto; Mr. H. Watters, Ottawa; Mr. J. H. Jury, Bowmanville; Mr. R.A. Harrison, Dunnville; Mr. E. R. Wigle, Wiarton; Mr. A. J. Johnston, Sarnia; Mr. J. F. Roberts, Parkhill; Mr. J. F. Taylor, Toronto; Mr. E. W. Case, Picton; Mr. Alex Stewart, Guelph; Mr. C. T. Adams, Sault Ste Marie, and the Registrar-Treasurer, Mr. W. B. Graham. Messrs W. A. Karn, Woodstock and H. Southcott, St. Catharines, were absent.

A letter was read by Mr. W. B. Graham from Mr. Harry Southcott, stating toat he had disposed of his drug business to Messrs. Potter & Shaw, and, in consequence, under the rules governing the Council, his seat had become vacant. Mr. Harry Southcott, stating that he had dispreciated to the full the pleasure and honor, which had been his lot while serving as a member of the Board.

It was moved by Alex. Stewart, seconded by Clarence T. Adams, that this Council begs to express its regret at the occasion of the resignation of Mr. Harry Southcott, the representative of District No. 8, owing to the retirement from the retail business, and to place on record its high appreciation of his services to its board during the period he was a member, and further wishes for him every success in the larger enterprise upon which he has entered. Carried.

It was then moved by Mr. A. J. Johnston, and seconded by Mr. C. T. Adams, that Mr. Harry Southcott's resignation be received, and Messrs. Roberts, Stewart, Taylor and Johnston be a committee to recommend a successor to represent above district.

A telegram was received from Mr. W. A. Karn, regretting that through continued ill health he was unable to attend the meeting.

Moved by Mr. J. F. Taylor, and seconded by Mr. Henry Watters, that the telegram received from W. A. Karn be answered in a suitable manner.

Moved by A. J. Johnston and seconded by J. H. Jury, that minutes be taken as read. Carried.

Communications from the Provincial Secretary and the Attorney General, were read, acknowledging the copy of the June Minutes, and stating that all marked sections had been carefully noted. The meeting then adjourned till 10 a.m. on Tuesday.

TUESDAY, DECEMBER 6.

The morning session was given over to the discussion by the various committees of the business of the previous day, and at 12 p.m. the Council adjourned until 2.30 in the afternoon.

In his address to the Council at the afternoon session, President John Hargreaves prefaced his remarks by a reference to Mr. W. A. Karn, who he said had not improved since the last session of the Council. Proceeding, he stated that since last meeting he had kept in close touch with the chairman of each committee, and was therefore in a position to state that the various subjects submitted to their care had received special consideration. The report of the Registrar-Treasurer was gratifying in every respect, and, as in the past, the utmost care had been taken in guarding the financial position. Continuing, the President referred to the fact that no young ladies were attending the present lectures, and he considered that this was sufficient evidence that Canadian women, unlike those of Britain, were intellectually too strong to desire to become men. He congratulated the committee on the taste displayed in the various alterations and improvements in the buildings adding that he hoped instructions would be given to the committee to provide suitable furnishings and proper regulations for the use and occupation of the library by the students.

Dealing with the introduction of a measure at Ottawa to regulate the sale of cocaine, he said, "May I suggest to the By-Law and Legislation Committee, the advisability of informing the Parliament of Canada, that regulations of such a character are clearly matters pertaining to the Provincial interests, and that all, or nearly all, the Provincial Pharmaceutical Associations have been granted powers under their governments for the proper regulation of such trades, and that any measure adopted by the Dominion Parliament should conform to, or be auxiliary to provincial powers for such regulations."

Turning to the enforcing of Pharmacy Act, he stated that some difficulties had presented themselves. One difficulty was the names under which many drug businesses were being conducted. Another difficulty occurred from the lack of proper understanding of the provisions of the Act by many members of the College. The first trouble might be remedied by securing a provision in the Act, whereby all stores or businesses licensed under the Act, should be carried on only in the name or names of persons qualified under the Act, or in the case of incorporated companies, in the name of a qualified person, registered as the responsible manager. The second difficulty might be remedied if a regular and systematic inspection were arranged for, under the supervision of the Chairman of the Infringent Committee, and also if the examinations of candidates included questions involving a knowledge of the provisions governing the sale of drugs and poisons.

He concluded by acknowledging his thanks to the College Officials and the Chairman of the various committees for the efficient carrying on of the work of the College.

Moved by Mr. Watters, seconded by Mr. Roberts, that the report of the President be submitted to a committee composed of Messrs. Johnston, Adams, Stewart and Watters. Carried.

Moved by Mr. R. A. Harrison, and seconded by C. T. Adams, that the geographical boundaries of the Electoral Territorial Divisions be re-arranged as follows :

1st Division:—Glengarry, Prescott, Stormont, Russell, Renfrew, Dundas, Carlton, Lanark, Grenville. Total 104 stores.

2nd Division :—Leeds, Frontenac, Lennox and Addington, Prince Edward, Hastings. Total 65 stores.

3rd Division—Northumberland, Dundas, Peterboro, Victoria, Haliburton, Ontario. Total 73 stores.

4th Division :—Toronto, East of Spadina ave., and Spadina Road. Total 112 stores.

5th Division :—Toronto, west of Spadina ave. Total 112 stores.

6th Division—Simcoe, Parry Sound, Muskoka, York. Total, 70 stores.

7th Division:—Wellington, Halton, Peel, Dufferin, Perth. Total, 72 stores.

8th Division—Wentworth, Lincoln, Welland, Total, 84 stores.

9th Division—Brant, Waterloo, Haldimand, Norfolk. Total 68 stores.

10th Division, Rainey River, Thunder Bay, Algoma, Nipissing. Total, 84 stores.

11th Division:—Elgin, Middlesex, Oxford. Total, 90 stores.

12th Division—Huron, Grey, Bruce. Total, 95.

13th Division:—Lampton, Kent, Essex. Total, 82 stores.

Mr. Harrison added to the resolution the following clause :

That the College Solicitor be required to prepare a draft by-law for such purpose, to be presented to this Council at this session for its consideration.

Following a motion by Mr. Watters, it was resolved to go into a committee of the whole, and Mr. Hargreaves deputed the chair to Mr. Watters,

The resolution was discussed clause by clause, and after a prolonged debate in which Mr. Taylor placed himself on record as opposing the change in division 4 and 5, it was moved by Mr. A. Johnston, seconded by Mr. E. W. Case, that report of the committee of the whole be concurred in. Carried.

A letter was read from Sec.-Treasurer G. Gibbard, of the Canadian Pharmaceutical Association, drawing attention to the several resolutions and suggestions adopted at the recent convention in Halifax, and requesting the careful attention and action, if necessary, of the Council. The recommendations included a strongly worded disapproval of the alleged practice of the wholesale trade in backing cut rate stores; advised the imparting to students of an efficient course of instruction on commercial matters, stating that such a course should be incorporated in the curriculum of the schools of pharmacy. Recommended that the per capita of 50c. per member be maintained for the current year, and submitted that the following scale of prices for ordinary prescriptions be adopted in Canada :

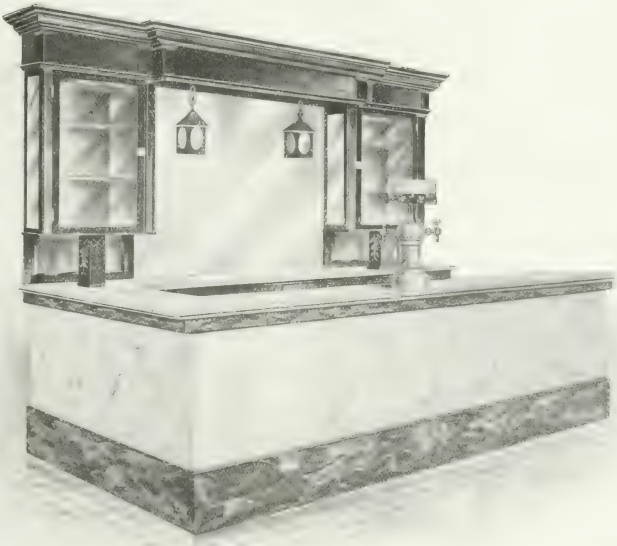
8 oz. mixtures, $1.00; 6 oz. mixtures, 75c.; 4 oz. mixtures, 65c.; 3 oz. mixtures, 50c.; 2 oz. mixtures, 40c.; 1 oz. mixtures, 25c.; ½ oz. mixtures, 25c.; 1 dozen pills, made up, 25c.; dozen pills, hand made, 50c.; dm. conseals, 50c.; dozen suppositories $1.00; ½ oz. ointments, 50c.; 2 oz. ointments, 75c.

Mr. Watters moved and Mr. Johnston seconded that the Secretary's report should be referred to a special committee composed of Messrs. Case, Harrison, Stewart and Wigle. Carried.

A communication sent by Mr. A. H. Johnson, of Collingwood, to Mr. C. Adams, representative of the Northern Division on the Council of the O.C.P., drawing attention to the encroachments which are being made upon the rights and privileges of the druggists of the Province by the legislation that is being continually enacted by the College of Physicians and Surgeons. Notwithstanding the recent amendment to the Pharmacy Act, whereby the sale of such drugs

Sanataire System Soda Fountains

(The Leading Line)



It will be to your benefit to delay ordering your new Fountain and Supplies until you receive one copy of our new catalogue now in the hands of the printers.

It contains something of interest to you.

Donnelly, Watson & Brown, Limited

CALGARY and VANCOUVER

ARE YOU ENJOYING

made possible by an up-to-date properly conducted Soda Water Apparatus?

If not, why?

The **McLaughlin "Hygeia"** apparatus has done more toward the upbuilding of the Soda Water trade throughout Canada than all the other makes, Foreign and Domestic combined.

We have many representative apparatus in every city and town thoughout Canada and all successful ones. Ask the users of any **McLaughlin "Hygeia"** apparatus if they have not made good.

If your present Fountain is not a paying proposition, there is something radically wrong.

In all probability it is that unsanitary, unattractive and very much out of date apparatus that is driving your trade next door.

You cannot afford to look on and see the trade that should be yours pass your door.



OUR "HYGEIA" ST

We will be glad to extend re
responsible, and will make liberal allo

J. J. McLau

145-155 Sherbourne S

HE GREAT PROFITS?



RFLE CONSTRUCTION

time payments to those financially
old apparatus in exchange.

lin Limited

- TORONTO

Cheer up. There is a big year ahead. Conditions are the best.

Put this question up to yourself. Are you prepared to reap the harvest that a properly conducted, up-to-date **"Hygeia" Soda Water Apparatus** will yield? If so, send for a McLaughlin salesman and he will put you right.

Considered from the standpoint of "earning power" there is no better investment on earth than a **McLaughlin "Hygeia" Soda Fountain.**

There has never been a better time than the present for the purchase of a high class Soda Fountain. Now is the time, right now. Write to-day for full information.

J. J. McLaughlin Limited
Toronto, Canada

Please send a salesman who can give me all particulars about "Hygeia" New Type Soda Apparatus, etc., it being understood that this puts me under no obligation to buy.

NAME . . . . . .

TOWN . . . . . PROV . . .

as Morphine and Cocaine is taken out of the hands of the druggists and placed in those of the medical practitioners, he noted that the member for South Huron, was bringing in another amendment which will make illegal the sale of all poisons or their compounds, except on the prescription of a medical man.

"By such legislation," wrote Mr. Johnson, "the public could not purchase an ounce of carbolic acid, a Dover's powder, an ointment of Galls and opium; Fellow's syrup, phosphorus paste, strychnine for poisoning vermin, or cough syrup containing a minute dose of chloroform or paregoric, without first paying toll into the capacious maw of medicial profession in the form of a fee for a prescription.

He, therefore, desired that the Council should go into the matter, so that means might be adopted to prevent the last remnant of druggists rights being taken from them. Another matter which he thought should be brought up was the dispensing of drugs by medical men and their assistants, who in most instances were two or three year students without proper qualifications for the work. In conclusion he made a strong appeal to the Council to use its efforts to give the public and the druggists the protection to which they were entitled.

The meeting then adjourned till 10 a.m. Wednesday morning.

WEDNESDAY, DECEMBER 7.

The Council met at 11 a.m., President J. Hargreaves in the chair. The following motion by Mr. J. H. Jury, seconded by Mr. J. F. Roberts, was put to the meeting and carried unanimously:

Believing the time has arrived when some steps should be taken for the interchange of Diplomas between Pharmaceutical Colleges of the Dominion, and for the enactment of a Dominion Bill, entitling any qualified pharmacist in any one of the provinces to similar privileges in all parts of the Dominion of Canada, it it hereby resolved that a special committee be appointed, consisting of Messrs. Watters, Roberts, Harrison and the mover, to consider the question, and report at the next semi-annual meeting of the Council. Carried.

Report number one Committee on Education was then read.

1. The committee recommends that the application of Munish S. Mirotchink, for the privilege of registering as an apprentice of this College be granted.

2. The committee recommends that the application of Mr. Orfins, for the privilege of registering as an apprentice at this College be granted.

3. That the committee recommends that Mr. T. E. Jackson's application for a new diploma be granted.

4. The committee recommends that the application of S.E. Cooper, of Lion's Head, for position as examiner, be inscribed in register of examiners, to be dealt with as occasion may arise.

Moved by Mr. Alex. Stewart, (chairman), seconded by Mr. R. A. Harrison, that the report of the Education Committee be adopted. Carried.

The special committee consisting of Messrs. Johnston, Alex. Stewart, Roberts and Taylor, recommended that Mr. Burwell Griffin be appointed to fill the vacancy in the Council caused by the resignation of Mr. H. Southcott, Division No. 8.

A resolution that the report be adopted was unanimously carried. The meeting then adjourned till 2.30 p.m.

The Council met at 2.30 p.m., and the protest of Mr. Hennessy, Hamilton, against the ruling of the Council regarding the license fees of the employees in his store was taken up. Mr. Hennessy, who appeared in person, in outlining the case, stated that the Hennessy Drug Stores operated five stores, four in Hamilton, one in Toronto. He understood that the Council based its ruling on section 19, page 9, of the Pharma Act, and thereby asked for twenty fees from the directors of the firm in one year. This he considered excessive, contending that only one fee should be collected from the manager of each store. He asked the Council to look into the matter, with the view of readjusting the present scale.

Mr. Johnston: "This is the first case of the kind which has been before the By-Law and Legislation Committee. We do not desire to collect more fees than we are entitled to, and I would suggest that Mr. Hennessy allow the matter to stand until we have gone thoroughly into the matter."

Mr. Hennessy: "I would like to have the matter thoroughly threshed out, and I am anxious to know when you will be able to let me know your decision."

Mr. Hargreaves pointed out that he could give no specific date, but the matter was before the committee who would deal with it before the next fees were due.

Registrar-Treasurer Graham: "I understand your contention is that you should be assessed for only four fees, one for each store."

Mr. Hennessy: "Yes, that is the position we take."

Following Mr. Hargreaves' assurance that the committee would go into the question impartially, and announce its decision as speedily as possible. Mr. Hennessy thanked the Council for its courtesy, and withdrew.

The report No. one of the Committee on By Laws and Legislation made the following recommendations:

We Wish You a

Happy and Prosperous New Year

Confidentially let us whisper to you our belief that the year 1911 will bring greater prosperity and more happiness to you if you use

"TRUE FRUIT" SYRUPS AND CRUSHED FRUITS

Exclusively at Your Soda Fountain

Even if you were not a competent judge of the superiority of the "True Fruit" line, you would still be safe in accepting the label of J. HUNGERFORD SMITH Co.'s "True Fruit" Soda Fountain Requisites as your guide, because back of it is the reputation and success of the J. HUNGERFORD SMITH COMPANY, backed up by the endorsement of every jobber handling these goods. Our list of jobbers includes all the leading Wholesale Druggists and Confectioners in Canada.

Does that mean anything to you?

ASK YOUR JOBBER

We have the most complete list of high grade products for 1911 that we have ever offered and the largest and finest assortment of display signs ever furnished by any manufacturer in our line. Full set free with quantity order.

ASK FOR FURTHER INFORMATION

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TORONTO, ONTARIO.

That the application of H. E. Alcock, of Sault Ste. Marie, requesting that his apprenticeship be registered from November 1st, 1906, be granted.

That the application of T. G. Heard, Durham, be laid over to the June session.

That the application of H.J. Overend, Orillia, North Bay, be laid over until the June Session.

That the application of K. Buckley, Amherst, be not granted, as he has not passed the required Educational Examinations.

Re the communication of A. H. Johnston, Collingwood, that the attention of C.P.A. be called to this case in order that it may watch and guard the interests of the pharmacists.

Mr. Watters was anxious to know why the committee had not made any mention of the new amendment to the Act, which he characterized as an action intended to obliterate the functions of the Canadian Pharmaceutical Association.

Mr. Harrison: "We should take the most active steps we can, and call divisional associations together. We should use all our efforts in fighting this thing."

Mr. Johnston: "That is a matter which we considered was for the Dominion Association to act on, as it is a Federal measure."

It was then moved by Mr. Johnston, seconded by Mr. Case, that the report of the committee be adopted. Carried.

The committee appointed to consider the President's address, amongst other findings, commended the work of the committee in charge of the remodelling of the library room. Regarding the suggestion that the committee be empowered to proceed with the furnishing of the library and reading room the report stated that the committee was so empowered at the last meeting of the Council, and the work was under progress. The report concluded with a strong expression of approval at the results of efforts of the President, Registrar and Solicitor in securing clearer interpretation of many clauses of the Act.

Mr. Johnston moved, and Mr. Stewart seconded, that the report of the Special Committee on President's address be adopted. Carried.

By-law number 3, which was introduced to the meeting on the previous day by Mr. Harrison, to re-arrange the geographical boundaries of the electoral territorial divisions was then read for the third time, and following a motion by Mr. Harrison, seconded by Mr. Jury, that it be signed by the President and Registrar, and the seal of the college be affixed, it was carried unanimously.

The By-law reads as follows:

That section 10, sub-section of the said by-laws of the O.C.P. be amended by striking out all the words in said sub section, after the words "territorial divisions as follows," in the second and third lines thereof, and by inserting in place thereof, the divisions named above.

The report of the special committee on C. Ph. A. resolutions, stated that it could not recommend that any action be taken in regard to cut rate stores, as in its opinion the Retail Merchants' Association was the proper organization to deal with the matter.

The committee approved of the suggestion regarding the establishment of a course of commercial instruction.

The committee approved of the recognition of the importance of uniform education throughout the Dominion for students entering pharmacy, and was of opinion that the standard adopted by the O.C.P. and approved by C. Ph. A. in 1908, was the lowest qualifications which it could recommend.

The committee approved of the recommendations of the committees on Canadian Formulary and Finance, and expressed its satisfaction at the effort of the C. Ph. A. to promote the establishment of fair and uniform prices for prescriptions.

Mr. F. Case moved, and Mr. Wigle seconded that the report of the Special Committee on C. Ph. A. Resolutions be adopted. Carried.

Mr. Wigle in introducing the following resolution, stated that he had mentioned the matter at the June session, and subsequently discussed it with the members of the Association in his division..

That owing to the many requests for rebate from members of the College who have overlooked the remittance of the annual fee before the 1st of May, that the Registrar-Treasurer make a right draft for two dollars ($2), for all unpaid fees on the 1st of May with exchange, and that a copy of this resolution be incorporated in the postal notices of the due date of the annual license fee."

The motion, which was seconded by Mr. Watters, was carried unanimously.

The following important resolution was then moved by Mr. H. Watters, seconded by Mr. Harrison, and unanimously carried:

"That whereas a bill has been introduced into the Dominion Parliament entitled the Poisons Bill, which, if enacted, would usurp the function of the O.C.P., and all other provincial associations empowered to safeguard the public and the use of dangerous poisons, and which would moreover deprive the public of the privilege of procuring simple remedies for everyday trifling ailments, and interfere with the purchase of supplies of chemists for industrial and manufacturing purposes, we would urge the government to delay the action on this bill under the College



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has been given an opportunity to make its representations in opposition to it, and that the Premier be urged by telegraph to note this protest, and be written to setting forth the objections of the O.C.P., and that the author of the bill be given an opportunity, should he desire, to appear at this session of the Council for conference on this subject."

A telegram was then sent to Mr. Lewis at Ottawa, the author of the bill, conveying the resolution in full. A communication was also prepared and forwarded to the Premier.

THURSDAY, DECEMBER 8.

The Council assembled at 10 a.m. for the purpose of hearing the report of the delegates to convention of C. Ph. A..

Mr. Griffin, the new member, took his seat for the first time, and was cordially welcomed by President Hargreaves.

Moved by Mr. E. R. Wigle, seconded by Mr. A. J. Johnston, that Mr. Griffin be a member of all the committees held by Mr. Southcott.

The report of the delegates to the C. Ph. A. convention, which opened at Halifax on September 12th, was then presented by Messrs. Hargreaves and Watters, who represented the O. C. P. The report told of the enthusiastic reception tendered to the visiting delegates by the city of Halifax. It also commented favorably on the unflagging interest maintained by the visiting delegates in the work of the convention. At every meeting this enthusiasm and interest wa constantly in evidence, every one taking part in the discussions. Every Province was represented at the convention, Ontario having four delegates, while nearly every pharmacist in Nova Scotia and Prince Edward Island was present. The report paid a tribute to the hospitality extended the delegates by the energetic manager of the National Drug Co., Mr. Mylius, and his associate Mr. Miles, the latter having organized many delightful steamer trips along the coast. While technical discussions were not always the most noteworthy feature, the convention had taken every step to indicate the positive rewards which lay before the pharmacist. The O. C. P. representatives, Messrs. Hargreaves and Watters, had been conspicuous in all the discussions, the report stating in conclusion that the most striking feature of the convention was its desire to uplift the status of Canadian Pharmacy.

Moved by R. A. Harrison, seconded by J. Jury and carried: That the report of the delegates to the C. Ph. A. be received and adopted in the minutes.

Moved by Mr. A. Johnston, seconded by Mr. E. W. Case: "That Mr. Watters meet Mr. Lewis in Ottawa, and also that the President, Registrar and Solicitor should interview him while in Toronto, re Bill No. 13." Carried.

It was then suggested by Mr. Case that the Council should resolve itself into Committee of the whole, for the purpose of considering the Pharmacy Act, and a motion to that effect was passed. Mr. Mearns, the College Solicitor, was present, and the proofs of the revised Pharmacy Act were discussed, and found acceptable to the Council. At the afternoon session further discussion took place on this subject.

In the debate on the payment of fees by the owner or managers of branch stores, Registrar Graham stated that he thought that the manager should pay the fee and not the proprietor. The fee, he pointed out, would not have to be renewed if the manager changed his position during the year.

Mr. Watters: "We don't intend to make the manager pay, or to tax the business another fee. Our idea is to keep tab on the manager."

Mr. Jury thought that trouble could be averted by making the directorate (in case of a corporation) notify the Registrar of the manager of each of its branch stores.

Finally Mr. Watters, seconded by Mr. Jury, moved that the suggested interpretations and amplifications of the Pharmacy Act as presented by the College Solicitor, and outlined by the Committee for Consolidation of the Ontario Statutes be received and referred to the Committee on By-Laws and Legislation for action at this session. Carried.

Moved by Mr. Harrison, seconded by Mr. Case, that Messrs. J. Roberts, J. Hargreaves, H. Watters, A. Johnston, with the College Registrar and Secretary be a committee to consider what action should be taken in regard to the proposed legislation re the sale of poison being introduced into the Dominion House of Parliament, and that they report at this session of the Council. Carried.

Council then adjourned till 9.30 a.m., Friday.

FRIDAY, DECEMBER 9.

The Council was called to order at 10 a.m. President Hargreaves in the chair. The report of the special committee on the 25th Anniversary of the establishment of the Teaching Department, was presented, in which the committee pronounced against any elaborate ceremony for the event. The committee, however, recommended the Council to authorize the issue of a suitable silver souvenir number of College announcement and calendar giving complete information, historical and educational, governing the work of the College. The publications should include photographs of laboratories, buildings, Council members, Professors and staff. The committee



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They give you something exclusive - something that no other dealer in your neighborhood can offer - and something on which you make a good steady profit.

Here is another of the advertisements that are selling Neilson's Chocolates for several hundred druggists all over Canada - and the present advertising campaign is going to run right along.

We give you - not only the finest chocolates made in this or any other country - but also the very best advertising to sell these chocolates for you.

You ought to be handling Neilson's Chocolates.

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No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

considered that the enhanced advertising value given to the announcement by the proposed embellishment would be rewarded by greater financial returns from advertisements. In conclusion the report recommended that all Presidents of the College should be invited to present the College with photograph suitable for hanging on College walls.

The adoption of the report of the special committee was moved by Mr. Henry Watters, and seconded by Mr. A. Stewart, and carried unanimously.

Report No. 2 of the Committee on By-Laws and Legislation made the following recommendations :

"That the application of Hawkins, Limited, Hamilton, for the refund of certain fees paid in to the College, be left in the hands of the committee to deal with.

That the communication of the Hennessy Drug Stores be also left to the Committee to deal with.

That the application of W. R. Shaver, Dundas, requesting to be registered from September 1st, 1906, be granted, subject to his production of the necessary documents.

That the application of Joe Spring, requesting registration, be not granted, as he had not passed the necessary educational examinations.

That the application of S. B. Smail, Brussels, requesting to be registered as an apprentice from August 16, 1876, be granted.

Moved by Mr. J. F. Roberts, seconded by Mr. A. J. Johnston, and unanimously carried, that report No. 2, of the Cammittee on By-Laws and Legislation be received and adopted.

The report of the Divisional Committee showed that during the past summer divisional meetings had been held in districts No. 2 and 3, and emphasized the fact that much interest had been displayed in the work. The Committee recognizing the need of the redistribution of the districts owing to the large increase of druggists doing business in the new parts of the province, stated that they had given the subject their best thought, and hoped that the amended by-law as submitted would meet with approval.

Moved by Mr. R. A. Harrison, seconded by C. D. Adams, that by-law No. 10 as amended providing for the redistribution of the Electoral Territorial Divisions of the Province be forwarded by the College Solicitor to the Lieutenant Governor in Council for his approval. Carried.

On motion of R. A. Harrison, seconded by C. F. Adams, the report of Divisional Committee was received and adopted.

The report of the Research Committee stated that since the June meeting the new edition of the Canadian Formulary had been issued as authorized by the Council, and active measures were being taken to introduce the work to the medical profession. In Toronto an effort was being made to raise a special fund with which to secure the services of a competent representative to interview each physician and distribute samples to them of some of the more important preparations. Already 500 copies had been distributed by the Registrar-Treasurer, and the committee expressed the confident opinion that in the near future the Canadian Formulary would be well and favorably known, and its preparations used and prescribed by the leading physicians in all parts of the Dominion.

Moved by Mr. J. H. Jury, seconded by Mr. H. Watters, and carried, that the report of the Research Committee be received and adopted.

In its report the Committee on Executive and Finance, stated that the reports of the Registrar-Treasurer, the John Roberts Scholarship Fund, and the Auditors' report had been examined, and they recommended that they be adopted and printed in the minutes of the Council. The committee congratulated the Registrar-Treasurer on lucidity and completeness of his report. The committee recommended the payment of the following accounts :—

Geo. M. Hendry Co.	$ 3.49
Mail and Empire	9.00
Globe	6.75
Brown Bros.	2.75
Ontario Rubber Co.	.97
Lyman Bros.	3.32
Nat. Drug Co.	10.54
Gas Consumers' Co.	41.55
Grand & Toy Co.	5.95
Geo. Brimston Co.	2.25
Lake Simcoe Ice Co.	.80
Delegates to C. Ph. A.	100.00
Miss Yarnold	5.00

Moved by Mr. J. Taylor, seconded by Mr. J. Jury, that the report be adopted. Carried.

Report No. 2 of the Education Committee included the semi-annual report of Dean Heebner, which it recommended be adopted and printed in the minutes.

In view of the fact that a special anniversary edition of the announcement was contemplated, the committee recommended that the issue be increased to 3,500 copies.

Dean Heebner's report for the 31st session of the O. C. P., said in part :

"The junior term commenced on September 7th, 1910, with the names of eighty students enrolled on the register. Despite the unsatisfactory condition of the water supply of Toronto, there has been no illness among the students, and the full complement of those who commenced the term has been continued to the end. The present College

session marks the first award of the Bawden Plant Collection Prize; the recipient of this prize being Wm. J. Leonard, of Tavistock, who prepared, mounted, classified and labelled one hundred specimens of Canadian plants in accordance with the conditions under whi h this prize is awarded. The deportment of the class has been very satisfactory, and the relation of its members with the Dean and the staff, courteous and responsive. The staff suggests that the 32nd session should begin on the 7th September, 1911, and continue until April 27th, 1912, the Junior term to terminate on December 16th, 1911.

Moved by Mr. Stewart, seconded by Mr. Adams that the report be adopted. Carried.

Mr. H. Watters, chairman of the special committee to consider aid to apprentices, in presenting his report, stated that the committee was convinced of the need of some system of correspondence instruction in periodic instalments with review and examination features, was the only means of accomplishing the purpose in view. The committee believed that such preliminary instruction should be inaugurated by the College, and conducted by the faculty. If, however, the members of the teaching staff were unable to devote the necessary time to this instruction, teachers might be obtained from the ranks of our pharmacists. The committee, in concluding its report, asked for further time in which to prosecute its labors.

Moved by Mr. Watters, seconded by Mr. Wigle, that the report be adopted. Carried.

Report of Special Committee appointed to consider the Poison Act introduced at Ottawa :

"Whereas the enactment of the statute governing the sales of cocaine has lessened to a gratifying extent the consumption of this harmful drug, and, whereas the application of its beneficient provisions is circumscribed and limited, and largely nullified by the absence of a federal law covering all portions of the Dominion, we would urge on the Government to enact a law controlling the sale of this drug except for legitimate medicinal use. We, however, cannot recognize the need for prohibiting the sales of drugs and chemicals used in industrial and domestic processes as the sale of these is surrounded by all the safeguards necessary for the protection of the public in the several provincial statutes."

Moved by Mr. J. F. Roberts, seconded by H. Watters, that the report of the special committee be adopted. Carried.

Moved by C.F. Adams, seconded by J.H. Jury, that the registrar be instructed to have the fire underwriters value the College building for insurance purposes and adjust the amount of in surance accordingly. Carried.

Moved by E. R. Wigle, seconded by B. Griffin, that the minutes of this meeting be printed in pamphlet form and sent to each registered druggist in the Province. Carried.

Moved by E. R. Wigle, seconded by A. Stewart, that the Council do now adjourn to meet on first Monday in June, 1911, at 2.30 p.m., or at the call of the President.

Wishes were then exchanged for the festive season by the members, and the Council adjourned.

REGISTRAR-TREASURER'S REPORT.

To the President and Council of the
Ontario College of Pharmacy :

Gentlemen,—I beg to submit the semi-annual report of the finances of the College for the six months ending November 26, 1910.

Seven physicians have taken out registration, viz.: O. A. Pogue, Minden ; A. J. McKinnon, Zurich ; W. S. Millyard, Victoria Road ; E.G. Chaplin, Toronto ; J. H. McDonald, Lion's Head ; C. M. Hicks, Toronto, and W. T. Orme, Crediton. and two have paid balance of two dollars each. Thirty limited companies are now in the retail drug business in the Province.

The number of renewals issued since the 26th of May last, is as follows :

1903	1	at	$4 00	$ 4 00	
1904	1	at	4 00	4 00	
1905	1	at	4 00	4 00	
1906	1	at	4 00	4 00	
1907	1	at	4 00	4 00	
1908	1	at	4 00	4 00	
1909	2	at	4 00	8 00	
1910	43	at	2 00	86 00	
1910	49	at	4 00	196 00	
					$314 00
Less refund E. M. Ahe-rn				$2 00	
Less refund E. C. McNally				2 00	
					4 00
					$310 00

I beg to submit the following statement of receipts and disbursements for the last six months, ending Nov. 26th, 1910, viz.:

RECEIPTS

Cash on hand last audit	$ 51 61		
Balance Bank of Commerce (General Account)	1,721 73		
			$1,773 34
Apprentice Registration Fees, less refund		70 00	
Deposit Fees (from students J. C., '10)		395 00	
New Diplomas		27 00	
Furniture (sale of old desk)		1 00	
Infringement, Fines (J. B. Grant)		125 50	
Lecture Fees	$4,780 00		
Advertisements in Curriculum, 1910-'11	172 50		
		4,952 50	
Liquor Sales Registers (sales)		1 61	
Poison sales Registers (sales)		23 06	
McGill Street Property (rents		216 00	
Entrance fees		102 00	
Chartered accountants (rent of Lecture Hall		20 00	
Students' Lense (sale of)		9 00	
Exchange and Refund		1 34	
Reciprocal Registration Fees		50 00	
Druggists' License Fees		314 00	
Interest		167 41	

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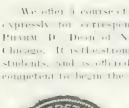
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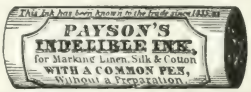
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"The Pioneer American Capsule House"





THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

ESTABLISHED 1891

Common Sense

Vermine Exterminators

TWO KINDS

NO SMELL

RATS and MICE



Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known. Retains its strength for years.
Sold in every Country in the World.

Sold by all Jobbers:

TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.

M. D. Registration Fees	34 00	
Canadian Formulary (sale of)	66 04	
		6,575 46
Canadian Bank of Commerce drawn from savings account)		2,000 00
		$10,348 80

DISBURSEMENTS

Salaries		$ 3,626 18
Infringement, Salary and Exp., J. B. Grant	$170 35	
" Law Costs	12 00	
" W. B. Graham, Expenses re Cocaine Law	18 80	
" Telephones and Telegrams	1 75	
	202 90	
Repairs to College Building		553 07
Council Chamber (carpet)		131 98
Council Chamber (decorating)		55 67
New Library (decorating and Linoleum)		136 42
Repairs to Boiler		39 02
Cleaning Building		44 20
Car Tickets		6 00
Stationary and office Supplies		31 00
Janitor's Supplies		13 88
Bank Commission and Exchange		6 61
Printing Druggists' List and Council Minutes		121 65
Registrar's Guarantee Bond		6 00
Telephone (rent)		31 00
Telegrams and Telephone messages		90
Students' Lenses (cost)		7 70
Insurance, Royal Insurance Co., Premium		9 50
Council meeting, Fees and Travelling Expenses		464 70
Advertising Council Meeting		19 25
Committee work Fees and Travelling expenses		41 70
McGill Street Property, Taxes		143 23
McGill Street Property, Water rates		4 80
McGill Street Property Painting etc.		114 57
McGill Street Property, New Bathrooms		786 29
Express on Examination Papers		60
Engrossing Diplomas and Blanks		46 95
College Medals		23 50
Printing Announcement, 1910 '11		316 45
Auditors		10 00
Coal		351 00
Gass and Electric light		50 36
Druggists fees, refund		4 00
Deposit Fees, Refund to Students, 1909 and Costs		440 29
Divisional meetings (grants)		50 00
Law opinion from Macdonald, Shepley & Co.		100 00
Postage		70 00
Supplies, Pharmacy	$ 83 27	
Chemistry	199 27	
Botany	13 35	
Microscopy	1 00	
	296 89	
Canadian Pharm. Association (Membership Fee)		521 00
Water Rates		18 19
By-Laws and Legislation, Fees and Mileage (consultation)		37 90
Appeal, T. N. Sampson Re-examination Fees		5 00
Returned to G. A. Morrison (Appellant		15 00
Canadian Formulary, Printing and Binding	$ 180 00	
Rubber Stamp	75	
Printing Circulars to M. D.'s	14 00	
Postage on Circulars	26 00	
	220 75	
		9,176 10
Cash Balance	1 77	
On Deposit in Bank of commerce (General Account)	1,033 82	
Bank of Commerce, Interest on Savings Account	137 11	
		1,172 70
		$10,348 80

Audited and found correct :

J. H. MACKENZIE,
JAMES WATT,
Auditors.

W. B. GRAHAM,
Registrar-Treasurer.

RAPHAEL TUCK & SONS CO'S FINE ART PUBLICATIONS.

This firm is as usual to the forefront with beautiful specimens of fine art in the varied lines which they publish, amongst them being publications particularly adapted to the holiday season.

The lines of Pictorial Post Cards, Christmas and New Year Cards and Calendars are productions of real art, the high-class color printing, showing exceedingly good taste, both of the designer and the printer, while the designs are of very high order. In addition to the cards, etc., this firm show extensive lines in gift and juvenile books, special stationery and other productions of high merit.

DO IT RIGHT AT ONCE.

Do a thing right and it is finished ; slight it and it is never done. Form the habit of completing every task in the proper manner, and it can then be entirely thrown off the mind. It is something well done in the past, instead of always being a disagreeable job at hand for completion.

There is no worse habit the business man can form than to patch things along so they will do for to-day, and figure on doing it right to-morrow. The same plan is just as easy to follow when to-morrow comes, and each time any job is slighted in this manner it consumes nearly as much time as to take care of it right, and there is not only the expenditure of time, but also the increased expense to consider. It will cost just as much to do it right at some future time as to-day, and every time it is botched up between now and then is just that much added to the expense. More good money is generally expended in fixing things so they will do for the present than it would cost to do them right and have the matter over with. If it is worth doing at all it is worth doing well. National Provisioner.

British Columbia Pharmacutical Association

Semi-Annual Meeting

The semi-annual Council meeting of the B. C. Pharmaceutical Association was held in the parlor of the Empress Hotel, Victoria, on Thursday, November 10th, at 3.30 p.m. The following were present: President Frank McKenzie, (New Westminster), R. R. Burns, (Vancouver), Ed. S. Knowlton (Vancouver), J. L. White (Greenwood), John Cochran (Victoria), J. H. Emery (Victoria), and the secretary-treasurer, J. W. Browne.

The minutes of the meeting held in Vancouver June, 1910, were read, and a motion of R. R. Burns, seconded by J. L. White, carried.

The Provincial Secretary, Hon. H. E. Young, wrote under date of October 28th, informing the Association that the Lieutenant-Governor in Council had approved the Schedules A and B in the Pharmacy Act, as amended by the Committee on Amendments and adopted by the Council and that the report of the said Committees together with the schedules and the approval given thereto, will be advertised in the British Columbia Gazette. Moved by R. R. Burns, seconded by John Cochrane, that this communication be received and filed. Carried.

Dr. T. J. McPhee, of Port Simpson, B.C., wrote September 12th, in reply to communication from the Registrar, to the effect that though he had purchased the stock of Messrs. Harrison, Campbell, Mills Co., he was only dispensing his own medicine and not running a drug store; that he was removing to Prince Rupert the next week, when he would cease carrying drugs in any form. Moved by John Cochrane, seconded by J. H. Emery, that the matter be left in the hands of the Registrar. Carried.

Holmes D. Pineo, Victoria, B. C., wrote requesting permission to attempt the senior examination next April, although four years' service not completed until May. Moved by R. R. Burns seconded by J. H. Emery, that request be granted.

C. R. Bourne, Victoria, wrote advising Council of his intention to open November 1st the Fernwood Pharmacy, the store operated entirely under his name and responsibility, with a B. C. qualified licentiate in charge. This communication was received and filed.

W. M. Dean, of Dean & Hiscocks, with reference to the report on E. A. Hiscocks at the last senior examinations, asking for reconsideration of the report and permission to register as licentiate of pharmacy, the candidate having failed by four marks to pass in Prescriptions, while he made four more than essential to pass in Dispensing. Moved by E. S. Knowlton, seconded by R. R. Burns, that this Council cannot see way clear to grant Mr. Dean's request. Carried.

John Cochrane, on behalf of Victoria Association R. D., wrote enclosing resolution passed by the Victoria Druggists, re The Liquor Act:

"Moved by W. S. Terry, seconded by W. W. Gardiner, that the B. C. Pharmaceutical Association be requested to secure from the Provincial Government the privilege for the druggists of this Province, of selling, for strictly medicinal purposes only, a small amount, say 6 ounces or less, of any kind of liquor, without the prescription of a medical practitioner."

Consiverable discussion followed the reading of this communication and a difference of opinion existed as to the exact meaning of Section 69. President Mackenzie expressing his opinion that the intention of Act was that "a druggist might vend liquor in the course of his business, but for strictly medicinal purposes, only, and he might also upon prescriptions from a registered medical practitioner." It was finally moved by R.R. Burns, seconded by John Cochrane, that the President obtain a ruling from the Attorney General on the meaning of Section 69 Carried.

"The committee appointed on the matter of obtaining the B. C. Gazette reported progress.

The report of the Board of Examiners was read, and on motion of E.S. Knowlton, seconded by J. L. White, adopted.

In reference to the registration of Dr. Troughton, who was registered by special written permission subject to ratification by the Council at the next meeting. It was moved by John Cochrane, seconded by J. H. Emery, that the action of the Council in registering Dr. Troughton be confirmed. Carried.

Habit Forming Drugs

The report of the committee appointed to prepare a draft of a Bill for acceptance by the Provincial Legislature, prohibiting the sale of habit-

Paris Green Season 1911

Certain Death to the Potato Bug



Dear Sir,—

Be good enough to allow us to book your requirements for pure Paris Green for the coming season.

The price will be guaranteed and it is to our mutual advantage to have these requisitions placed with us immediately.

For the season of 1910 it was only the parties who booked early that were sure of supplies, because, when the Potato Bug became rampart the market was quickly cleared of all stock and great inconvenience and loss was experienced by the dealers who had not arranged for their Paris Green.

We need scarcely say that the Canada Paint Company's Paris Green is absolutely the strongest and finest procurable. The packages are tight, all waste being avoided. Prompt shipment will be made upon the dates you indicate.

Yours truly,

The Canada Paint Co'y, Limited

Head Office and Works:
572 William St., Montreal

Pepto-Mangan (Gude)
(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is **our exclusive property.** We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

GOLD MEDAL, ST. LOUIS, 1904
Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited
STRATFORD, LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

SECOND TO NONE

PHARMACEUTICAL **Chemicals** INDUSTRIAL
MERCURIALS HYPOPHOSPHITES
SCALE PREPARATIONS BISMUTH SALTS ETHERS
PHOSPHORIC ACID
ESSENCES SICCATIVES ACIDS OOLLODIONS

SAL HEPATICA

REVISED PRICES FOR CANADA

Small size, per doz.,	$2.85
Medium " "	6.80
Large " "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days



BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

Canadian Agents
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toronto

GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

Through Jobbers



BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN NEW YORK

CANADIAN AGENTS
LYMANS, LIMITED, Montreal
LYMAN BROS. & CO., Ltd., Toronto


THE DRUGGIST AND
DR. T. A. SLOCUM LIMITED
AGREE
That the
Contract Plan
IS THE ONLY PLAN
Whereby the Druggist receives his Full Price and Full Profits.
Start the New Year Right
By Signing the Slocum Contract Plan To-day
¶ We don't put our goods on the Contract Plan and stop Advertising.
¶ NO! We put our goods on the Contract Plan and increase our Advertising.
PRONOUNCED SI-KEEN
PSYCHINE
THE GREATEST OF TONICS

forming drugs, was read by Chairman John Cochrane. After some discussion, it was moved by E. S. Knowlton, seconded by R. R. Burns, that the committee be kept in office, and that they be empowered to consult with the Association's Solicitor, and have him draft a Bill with the Committee's draft as a base, for an Act; that typewritten copies in the meantime be sent of the Committee's draft to each member of the Council for perusal and criticism. The said Committee be also empowered to obtain this enactment. Carried.

TREASURER'S REPORT.

The Treasurer's report was then read, and on motion of J.H. Emery, seconded by E.S. Knowlton, adopted. The report follows:—

Vancouver, B.C., Nov. 9th, 1910.

The Council B. C. P. A.

Gentlemen,—I beg to submit herewith Treasurer's report for the half year just ended:

RECEIPTS.

To amount on hand as per last audit	$1,141.53
Examination and Registration Fees	609.00
Annual Dues	190.75
Withdrawn from Savings	550.00
	$2,491.28

DISBURSEMENTS.

Council expenses	$ 159.50
B. C. Record account	201.60
Salaries	180.00
Printing and Stationery	41.75
Delegate C. P. A., advance cheque	550.00
Examinations	152.65
Sundry expenditure	553.10
Balance on hand and in Bank	622.28
	$2,491.28

SAVING BANK ACCOUNT.

To amount as per June, 1910, audit	$3,287.15
Interest to date	43.40
	$3,330.85
By amount withdrawn	$ 550.00
Balance as per Bank Book	2,780.85
	$3,330.85

J. W. BROWNE,
Sec.-Reg.-Treas.

With regard to the examination and examiners, R. R. Burns gave notice that he will move at the annual meeting of this Association to amend Section 32 of the By-laws, expressing his opinion that the great increase in candidates and consequent additions to the work of the examiners necessitated an increase in the remuneration.

It was moved by J.L. White, seconded by J. H. Emery, that the Registrar be authorized to obtain all necessary supplies for examination purposes. Carried.

Moved by R.R. Burns, seconded by J.L. White, that Messrs. Emery and Browne be a committee to obtain a new Poison Register containing the Acts relating to the sales of poisons generally. Carried.

Councillor Knowlton spoke at some length on the subject of organization of local associations, dwelling upon the valuable assistance such associations would prove in the obtaining proper observance of the law and the benefit arising from the discussions of processes, preparations, adjustment of prices and uniformity of preparations. He spoke of the Vancouver Association's commendable action in obtaining copies of the Canadian Formulary, for active canvassing among the physicians as one of the possible results that might easily be obtained by organization such as he suggested. He moved, seconded by R. R. Burns, that this council recommend to the different communities where such is possible, the formation of local associations for the advancement of mutual interests, and that such association shall send suggestions to this Council or annual meeting of the Association pertaining to matters of provincial pharmaceutical interest. Carried.

The Registrar called attention to the necessity of the Registrar having some reliable means of ascertaining the commercial standing of the trade generally. It was moved by E. S. Knowlton, seconded by John Cochrane, that copies of Dunn's Commercial Statement be regularly obtained for the use of the Registrar. Carried.

Moved by John Cochrane, seconded by R. R. Burns, that the Registrar be empowered to make a trip through the province for the purpose of organization and to ascertain the requirements of the membership generally. Carried.

Accounts to the amount of $68.25 were passed after having been considered.

It was moved by John Cochrane, seconded by E. S. Knowlton that this Council desires to express the heart felt sympathy with the relatives our late brother pharmacist, Robinson Ventress, of Duncans, and with Holmes D. Pineo in the sad loss of his young wife, and with the relatives of the late Dr. A. J. Kendall, of Vancouver, who as recently as last June sat at the annual banquet, and the Registrar-Secretary is hereby requested to forward the expressions of sympathy to the friends and relatives of the deceased.

Moved by R. R. Burns, seconded by J. H. Emery, that the following names be forwarded to the Lieutenant-Governor in Council at this Council's nomination to the Association's Board of Examiners for his honorable approval and appointment:

John Cochrane, Victoria. Dispensing and Prescriptions.

E. C. Stearman, Nanaimo. Botany and Materia Medica.

G. H. Cameron, Vancouver. Chemistry and Pharmacy.

Moved by J.L. White, seconded by E.S. Knowlton, that the expenses of this Council meeting be paid. Carried.

Moved by J.H. Emery, seconded by J.L. White, that this Council adjourn to meet in June next, or at the call of the President. Carried.

The Council then adjourned. B.C. Pharm. Record.

LIST OF POISONS AS APPROVED BY LIEUTENANT-GOVERNOR IN COUNCIL.

SCHEDULE A

Aconite, Aconite, and their preparations.
Alkaloids—All poisonous vegetable alkaloids, not specifically mentioned in this Schedule and their salts, and all poison derivatives thereof.
Arsenic and its preparations except as provided in Schedule B., Note 1.
Atropine and its Salts and their preparations.
Belladonna, and its preparations, excepting Belladonna Plasters, and as provided in Schedule B, Note 1.
Cantharides and its preparations.
Chloral Hydrate.
Cocaine, any preparation or admixture thereof.
Corrosive Sublimate and its Preparations, excepting Corrosive Sublimate (Antiseptic) Tablets as provided in Schedule B, Note 2.
Cyanide of Potassium and all metallic cyanides.
Ergot of Rye, and its preparations.
Essential Oil of Almonds, unless deprived of Prussic Acid.
Euphorbium.
Nux Vomica, and its preparations.
Opium, and its preparations except Paregoric and Syrup of Poppies.
Oil of Tansy.
Picrotoxin.
Prussic Acid.
All Pest Destroyers of a Poisonous nature except Fly Paper.
Savin and its Oil.
St. Ignatius Bean.
Strychnine and its preparations except as provided in Schedule B, Note 1.
Tartar Emetic.

SCHEDULE B

Note 1—Arsenic, Belladonna and Strychnine when combined with other ingredients in preparations of Pills, Capsules, Tablets, Elixirs or Syrups in doses not exceeding those of the British Pharmacopoeia and generally recognized as safe medication.
Note II—Corrosive Sublimate (Antiseptic) Tablets containing not more than 8.75 grains of Corrosive Sublimate in each tablet, and used for antiseptic purposes only.
Acid, Carbolic.
Acid, Oxalic.
Beans, Calabar.
Chloroform.
Digitalis and its preparations.
Elaterium.
Ether.
Goulard's Extract.
Hellebore.
Hyoscyamus and its preparations.
Iodine and its preparations.
Lead, Acetate.
Mercuric Iodides.
Oil Croton, and Seeds.
Phosphorus.
Precipitate, Red and all oxides of Mercury.
Precepitate, White.
Solphonal.
Verdigris.
Zinc Sulphate.
Schedule A Poisons—Sold only by "Licentiate" or Certified Clerk; particulars of each sale registered; purchaser must be known to vendor and sign register.
Schedule B Poisons—Sold only by "Licentiate" or Certified Clerk; labelled "Poison" and the name and address of vendor.
Penalties—First offence: Fine up to $20 and costs.

A BUSINESS LUBRICANT.

By A. P. Lewis.

When a manufacturer buys a piece of machinery, with which to facilitate or cheapen production, he calls it an investment.

When he buys advertising space he usually calls it an expenditure, and groans.

But the one is as much an investment as the other.

Advertising which does not facilitate business is not advertising. It is merely an expenditure in ink and paper.

Advertising of the real kind, not the misnomer, cheapens the manufacturer's cost of production.

Because it is a well-founded law that an enlarged demand superinduces an enlarged output, and the natural concomitant of the latter is a relative decrease in the cost of production.

Phorison is a new name adopted for phosidin, a substance originally introduced under the name of ferrosin.

Mr. Retailer, You Are Losing Money

Every mail brings us letters enclosing cash for one or more bottles of **Dr. Marshall's Catarrh Snuff**, the writer stating that his drug-gist does not keep it in stock. **You ought to get this money and make the profit. You will if you order it in cartons and display it.**

Moreover, you will sell it ten times where you do at present.

ORDER from your jobber NOW.

1 Doz. cartons, $2.10 ½ Doz. cartons, $1.05. 5 PER CENT OFF.



C. H. KEITH, Manufacturer, Cleveland, Ohio

THOMAS REID, Canadian Agent, 9 St. Nicholas Street, MONTREAL.

MOVING

To our handsome new warehouse, 80 George Street, also stock-taking.

Grand bargains for next thirty days.

Drugs, Chemicals, Sundries, Patent Medicines

Get on our special mailing list.

R. G. WEST & CO.

176 King St. East **TORONTO, ONT.**



METAL FURNITURE

Chairs, Tables, Fountain Stools, Combination and Tete-a-tete Sets.

Everything in this line to properly equip your store and provide your Trade with suitable accommodations.

Write for Prices and Catalog C

The Chicago Wire Chair Co.

122 Ontario St., Chicago, Ill.

"EVERYTHING IN DRUGGISTS' GLASSWARE"

Bottles here illustrated are

Canada's Best

—For the—

Druggist's General Use

Standard Canadian Oval List



The Da-Zee is the largest non-panelled bottle on the market

½	ounce	$3.00	5 gross cases
1	"	3.00	5 "
2	"	3.40	5 "
3	"	4.20	3 "
4	"	4.80	3 "
6	"	5.80	2 "
8	"	7.20	2 "
12	"	10.00	1 "
16	"	12.00	1 "

Prices subject to trade discounts



The Pharmacy is our newest Oval 1910 style Have you seen IT

The Da Zee R Oval sizes, ½ oz. to 8 oz. inc.

SPECIAL SIZE

1¼ ounce capacity

3 and 5 gross cases

List $3.40 per gross

THE BEAVER FLINT GLASS COMPANY OF TORONTO, LIMITED.

DRUGGISTS' GLASSWARE

TORONTO - - CANADA

The Pharmacy R Oval sizes, ½ to 16 oz inc.

SPECIAL SIZE

6 dram capacity

3 and 5 gross cases

List $3.25 per gross

CARBOLIC ACID (Grasser's)

40 Centigrade. **Detached Crystals.**

(Absolute Phenol)

The characteristic properties of above, apart from its extreme purity and higher crystallizing point, are, its more agreeable odour and taste, and its small liability to **Discoloration.**

CONVENIENT TO LIQUEFY.

We have this Acid in 1 lb. bottles, 32c lb ; 5 lb. tins, 23c lb ;
10 lb. tins, 21c lb ; 28 lb. tins, 17½c lb.
(Send for sample and price in larger quantities)

Clear up Your Stock.

If you have any of the following Patents you wish to get rid of advise us of the quantity and the price you want for them.

Arnold's English Toxin Pills, small, Hemroid's Pile Cure,
Hope's Ointment, Diamond Tea 25c, Kennedy's Discovery.

The Lyman Bros. & Co. Limited

Wholesale Druggists - - - - TORONTO, ONT.

The Prescription Department

The goal of perfection is only attained by concentration of effort.

The high standard of merit in "Frosst's" pharmaceuticals is the result of years of concentrated effort.

Leading physicians specify "Frosst" because the name has gained confidence among the profession.

The druggist who desires to follow the physician's directions to the letter, should have his prescription department fully stocked.

Doubt on the part of the physician that his instructions have been carried out, means trouble for somebody.

When ordering through the wholesaler, specify *"FROSST"* and be safe.

Charles E. Frosst & Co. ***Montreal***

Trade Notes

ALBERTA.

Wm. Rolls has started a drug business at High River, Alta.

R. R. Webb, druggist, at Coleman, Alta., has sold his business.

O. E. Dunford has started a drug business at Fox Coulee, Alta.

J. E. McLeod has started a drug business at Derintosh, Alta.

W. H. Upton has started a drug business at Pincher Creek, Alta.

Lynn & Pickup have opened a new drug business at Cardston, Alta.

J. R. Vinvens has purchased the Lavel Pharmacy at Edmonton, Alta.

The Cardston Pharmacy has opened a new business at Cardston, Alta.

J. H. Tripp, druggist, at Oxbow, Sask., has added to the size of his drug store.

The drug store of Mr. Saunders, of New Norway, Alta., was burned out recently.

Oliver Bros., Ltd., have succeeded to the drug business of Oliver Bros., Calgary, Alberta.

The drug and stationery store of A. M. Sanders, New Norway, Alta., was burned out recently. Amount of loss stated at $2,800 with insurance of $1,700.

BRITISH COLUMBIA.

R. Ventres, druggist, of Duncans, B.C., died recently, the estate continuing the business.

The Owl Drug Co. have taken over the business of McDowell, Watson, Atkin Drug Co., of Vancouver, B. C.

F. W. Williams, whose drug store was recently burned out, has opened a temporary premises on Front St., Victoria, B.C.

MANITOBA.

C. W. Herrell has started a drug business at Neepawa, Man.

J. Chittington, of Kelowna, has opened a drug store at Vernon, Man.

C. G. Blacker, has succeeded J. Hargreaves, druggist, at Winnipeg, Man.

Nelson Sinclair has purchased the drug business of J. M. Hargrave, Winnipeg, Man.

The Western Chemical Works have started an oil specialty business in Winnipeg, Man.

H. E. Thompson, druggist, at Austin, Man., has moved his business to Edmonton, Alta.

Alex. Moir has purchased the drug and tationery business of A. F. Anderson, Kenton, Man.

McGregor & Hemming have taken over the drug business of H.W. Hemming, Durban, Man.

NEW BRUNSWICK.

The Chipford Drug Co., Debec Junction, N.B., has dissolved partnership.

J. E. Hawker, druggist at Centreville, N.B., has given up business.

J. E. Watters, of Fredericton, N.B., is said to be giving up business.

Geo. Ross has purchased the drug business of B. A. Hoyt, St. John, N. B.

Messrs. J. Atherton and I. McAffee have taken over the drug business of I. L. Shewfelt, Woodstock, N. B.

NOVA SCOTIA.

R. M. Jackson, druggist, of New Glasgow, N. S., died recently.

ONTARIO.

D. S. Johnston is opening a new drug business at Ottawa.

J. S. Hanson, druggist, Toronto, Ont., died in December.

The Capital Pharmacy, Ottawa, Ont., has made an assignment.

J. R. Giles, druggist, at Elk Lake, Ont., has gone out of business.

J. Doan, druggist, Kingsville, Ont., has disposed of his business.

F. I. Reid has purchased the drug business of C. B. Oliver, Merlin, Ont.

J. Everett Watters, druggist, of St. John, N. B., has made an assignment.

J. H. Dennis, druggist at Tilbury, Ontario, is giving up business.

The Pastor Drug Co. have registered as doing business at Sault Ste. Marie, Ont.

William F. Griffis, druggist, Colborne, Ont., was fined $150 and costs for selling liquor without a license, and an additional $50 for unlawfully keeping it for sale.

The drug store of Mr. Swartz, Ridgeway, Ont, was burglarized November 28th, and goods to the value of over $200 taken. This is the second time this store has been entered within a couple of weeks.

QUEBEC.

The Universal Drug Co., of Montreal, is dissolving partnership.

Dr. Percy Remedy Co. has been registered as doing business at Montreal, Que.

A winding up order has been granted in the matter of the Economical Drug Co., Ltd., Montreal, Que.

The Lippens Drug Store, of Montreal, Quebec, has recently registered as doing business in that city.

The St. George Pharmacy, of Montreal, Que., have dissolved partnership, Mr. Chas. Laroque continuing the business under the same name.

SASKATCHEWAN.

Dr. C. Guillard has opened a new drug business at Vegreville, Sask.

H. Arnson has opened a drug and stationery store at Kisbey, Sask.

Mr. Patterson, of Yellowgrass, is opening a drug store at Ogema, Sask.

J. W. Sutherland, Wainwright, is opening a branch drug store at Lucland, Sask.

Mr. Koch, of Midale, Sask., has opened a branch drug store at Radbille, Sask.

R. O. Davidson has purchased the drug business of L.H. Rawlings, Waldron, Sask.

P. H. Coad has purchased the drug and stationery business of Saskatoon Drug Co., at Riverside, Sask.

The City Drug Co., dealers in drugs and stationery, Saskatoon, Sask., have sold their business to W. A. Marshall.

J. McWilliam, of Weyburn, has purchased the business of the McTaggart Drug and Stationery Co., at McTaggart, Sask.

OBITUARY.

The death occurred at his home, 45 Avenue Road, Toronto, of E. H. Bauld, druggist, Corner Yonge and Scollard Streets, Toronto. Mr. Bauld was born in Dumfermline, Scotland, 78 years ago, and spent his early boyhood there. He studied chemistry, and then went to Paris for three years. When 27 years old he came to Canada and settled in Hamilton, where he decided to enter the Presbyterian Church. He took his course at Knox College, and for four years after he had been ordained he was minister at Watford. His health failing him he decided to return to his profession of druggist, and for a time lived in Beaverton. In 1880 he came to Toronto and opened the store at Yonge and Scollard Streets, which he had conducted to the time of his death. He is survived by a widow and one daughter and grand-daughter.

SELLING CIGARS ON SUNDAY.

CASE GOES TO COURT OF APPEAL.

The old question as to whether or not a cigar is a drug was revived once more in the Toronto Police Court in connection with a charge against Samuel Rowe, druggist, 84 Queen Street West, of breach of the Lord's Day Act. The various opinions that were aired in court on a former occasion on the same question appear to be still quite as diverse as they were then.

The case was in connection with the prosecutions undertaken at the instigation of the Attorney General for the purpose of determining what is the law contained in the Lord's Day Act, and of having the law uniform over the whole Province. Some time ago it was decided by Judge Morson on an appeal that a cigar was a drug, and that it was not against the law for a druggist to sell cigars on Sunday.

Dr. A. J. Johnson was the first witness called by the Crown. He said that a cigar was not a drug. It was not included in the British Pharmacopoeia. He had never seen it prescribed as a remedy for any ailment.

In direct opposition to the statement of Dr. Johnson, Dr. M. M. Crawford, called by the defence, said that tobacco was included in the list of drugs in his British Pharmacopoeia. He also said that it had frequently been used as a drug to relieve certain ailments. He had advised its use himself in certain cases.

Mr. Curry, appearing for the defendant, referred to the National Standard Dispensatory, which, he maintained, was a recognized authority. In it tobacco was referred to as a drug, and its effect in certain conditions was mentioned.

The Magistrate dismissed the charge, and the case will be carried to the Court of Appeal by the Crown.

POST-MALARIAL ANEMIA.

The invasion of the body of the red blood cell by the malarial plasmode means the partial destruction of some, and the entire obliteration of others of these vital elements of the circulating fluid. The invariable result is an anemia of greater or lesser degree, in direct proportion to the virulence of the infection and the resistance of the organisms to anti-periodic treatment. After the treatment directed to the elimination of malarial poison has been completed, the vital needs of the patient should be promptly considered. The resultant anemia should at once be combated by means of hematinic and general reconstructive medication. As a prompt and potent blood builder Pepto-Mangan (Gude) is probably the most generally serviceable form of treatment, and it is specially indicated in such cases in view of the fact that it never disturbs the digestion, which is liable to be somewhat "below par" in cases of post-malarial anemia.

Iodosolvent is a 25 per cent. solution of iodine in a glycerin base; a colorless liquid without action on starch, and is intended particularly for subcutaneous use.

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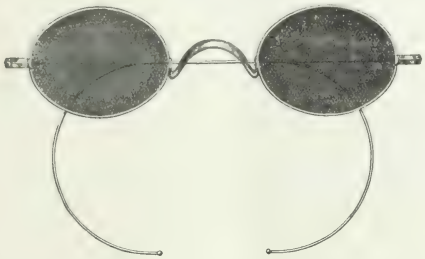
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SPECTACLES FOR BIRDS AND ANIMALS.

It is no uncommon thing these days to see dumb animals supplied with artificial limbs in lieu of those which nature gave, and which have been taken away by accident. Dogs, cats and even birds frequently are helped along with a wooden leg, but it has remained for a London surgeon to fit a pair of spectacles on a raven. This bird, made famous by Edgar Allan Poe, managed to get a cataract on its eye, and after this was removed the surgeon decided to examine its optics to see if they were all right. He did so and discovered that the raven had defects in its vision, which led him to have a pair of glasses made, which the bird now wears, the adjuncts to sight being kept in place by the means of a hood.

Thus we see that perhaps Edgar Allan might have been all "bughouse" on the raven story after all, for instead of sitting there on the "pallid bust of Pallas" just above his chamber door, with eyes that had all the seeming of a demon's that was dreaming, the poor, weathersoaked bird might have been merely suffering with a case of myopia or astigmatism, the lamp-light o'er him streaming causing some optic trouble as well as casting his shadow on the floor. It might be well in order for all of us to have the eyes of the animals around the house examined and glasses made to suit, else in time, as the spread of knowledge goes forward, the Society for the Prevention of Cruelty to Animals may get after us. Certainly the cats ought to be the better able to see rats in the dark by the aid of glasses if there is aught the matter with their visual sense, and the watch dog could all the more efficiently pick out the choicest part of any intruders' anatomy if his spectacles were properly adjusted.

This London man, realizing that it has devolved upon him to widen the horizon of lower animal life, taking his cue from his success with the raven, examined 400 other animals in the zoo of his city with the ophthalmoscope and found that nearly all of them could be benefited by the aid of spectacles. He had some interesting experiences, however, as he attested by what the puma did. This particular denizen of the wild had been taught by its keeper to box, a fact unknown by the scientist. Gloves were placed on the puma to keep him from scratching, and the eye doctor thought all was well until, when he entered the cage, he saw the puma swager up on its hind legs, with all the professional pride of a Johnson or a Ketchel, and the first thing he knew he got one above the belt from the puma's right.

He found that the back of each animal's eye was different from that of any others. Seals and walruses have the power of moving forward the lens of their eyes to enable them to see under the water. Six lions were securely fastened, and the doctor entered the cage in the dark, having thrown a light on the eyes of the lion. He sat and looked at the eyes for several hours, finding that the lions became in a manner hypnotized. Kangatoos when examined in thit way always went to sleep. Crocodiles did not escape examination, and it was found that they do actually weep. Onion juice was squeezed into their eyes and copious tears ran down inside, so it is at least established that the crocodile tears are not the product of emotion, but are merely a lubricant for food.—Jewelry Worker.

COMMON MISTAKES IN OPHTHALIME PRACTICES.

This is the title of a paper read before the Devon and Exeter Medico-Chirurgical Society by Mr. Arthur C. Roper, F. R. C. S. Ed., in which some points interesting to sight testing were mentioned, says The Chemist and Druggist, from which we gather as follows :

Mistakes in refraction cases make up the largest proportion of those made in eye-practice. Particular stress is laid upon the fact that ciliary spasm in a hyperope is apt to lead to prescribing concave lenses. The following rule is given :

"Always be exc?edingly chary of ordering low concave glasses for anyone under twenty-five years of age, unless you have been able to ascertain definitely by the use of atropine that it is not a case of hypermetropia with ciliary spasm."

"For all practical purposes squint in growing children is always the result of refractive error," says Mr. Roper at a later stage of his paper. The exceptions, which are generally obvious, are few as to be negligible. The vast majority of these cases of squint are convergent, and when they are convergent they are associated with hyperopia. When divergent they are usually due to myopia, and not infrequently to something which is rendering the diverging eye useless, and so depriving it of the normal stimulus to move concomitantly with the other eye.

"Donder's Theory" of the etiology and physiology of concomitant converging squint is outlined by Mr. Roper, the following being the chief points :

1. There is hyperopia.

2. The hyperopic eye requires more accommodating power to focus objects on the retina than the normal or myopic eye.

3. Convergence of the eyes is always associated with focussing. The normal eye at rest is accurately focussed for distant vision. When ob-

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jects nearer the eyes are looked at the internal recti converge the eyes so that they look at the desired point. Focussing—that is, increasing the convexity of the lens—also becomes necessary for a clear image to be projected upon the retina. Thus, convergence and accommodation are always associated, and so it comes about that convergence stimulates accommodation and increases it.

4. A hyperope of 2 dioptres has to be always accommodating to that amount to see distant objects clearly, and usually the ciliary muscle, which does the accommodating, manages it all right; but if the child gets some debilitating disease, or if anything occurs to weaken its ciliary muscles, convergence is brought into play to stimulate accommodation. Suppose, for example, that this hyperope wants a clear image of an object 30 feet away. He converges to a point say 20 feet away, and so excites the required amount of focussing. But if both eyes converge to 20 feet, neither will be directed toward the object at 30 feet; and so it comes about that one eye is steadied by its own external rectus so that it looks at the desired object, while the other eye does convergence for both and so comes to be looking at only 10 feet. There you have the squint. One eye, the better one, is fixing the object to be seen, and the other is providing the necessary stimulus for accommodation by excessive convergence. It is obvious that the child will, the first time he performs this manoeuvre, see double, and so it soon comes about that the image of the converging or squinting eye is obliterated, and thus you get in most cases—

5. Amblyopia or impaired vision in the squinting eye. Some authorities think that the amblyopia is the predisposing cause of the squint, instead of the squint causing the amblyopia. Amblyopia means loss of sight, and it also means, if it is present to any important extent, loss of binocular or stereoscopic vision.

All the treatment that is required at an early stage is correction of the hyperopia by suitable glasses, and an operation for concomitant squint ought never to become necessary.

MONTREAL COLLEGE OF PHARMACY.

The following are the results of the December Sessional Examinations of the Montreal College of Pharmacy, held on Monday, Tuesday, and Wednesday, December 19, 20 and 21, 1910, the successful students in each subject being named in orher of merit, namely:

Botany, English Class—W.J. Casey, E. Belinis, A.H. Jassby, M. Ginsburg, Paul Mendleshon and N. F. Jensen.

Botany, French Class—Miss Georgina, St. Georges, L. J. E. Leduc, Willie Lessaul, Ubald Guibord, and O. Laroche.

Materia Medica, English Class—E. Belinis, A. M. King, A. H. Jassby, A. Weinfield, Paul Mendleshon, L. G. Hilborn, J. Eidlow, Harry Gould, N. F. Jensen, M. Ginsburg, P. R. Thomas and W. Loebel.

Materia Medica, French Class—Jacques de Corialis and Joseph de DesRosiers.

Chemistry, French Class—Alphonse Murray, Elias Rivet, L. J. E. Leduc and Hector Forget.

Chemistry, English Class—M. Ginsburg and A. H. Jassby.

The points obtained at this examination will be added to those of the March examination, and the students receiving the number of points necessary to pass will be given as the results of the combined examination.

The Professors were as follows:—Dr. Henri, St. Georges, French, Chemistry and Botany; Professor J. E. Morrison, English, Materia, Medica and Botany; Professor E. Giroux, French, Materia Medica, and Professor Bernard Collitt, English and Chemistry.

Epocol is described as a creosote preparation occuring as a white powder which is readily soluble in water to form a solution having but a faint empyreumatic odor and taste.

The statement in our December issue that Mr. Robert Wightman, of Owen Sound, had disposed of his drug business, is, we find, incorrect, and we gladly make this correction.



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—Twenty-third year of Publication —

THE

Canadian Druggist

MONTHLY

WILLIAM J. DYAS, PUBLISHER

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YOU AND YOUR CUSTOMER.

What is your relationship to a customer? Is it one of open hearted cordiality coupled with a desire to please, or is it a battle of wits plentifully seasoned with mutual distrust? Which relationship is most likely to lead to your ultimate profit? The meeting of seller and buyer is as world old a phenomena as that of barter and trade, and doubtless the history of merchandising has evolved with the progress of civilization. Yet there still remains much of the primordial nature of man in his business transactions, and the perfect condition of trade will never exist, short of the millenium, and then its reasons for existence will doubtless have become eliminated. Meanwhile it is the study of every merchant to so order his business affairs as will bring him the greatest benefit, and a portion of this problem falls to the share of even the harness maker.

In different communities the relationship between merchant and customer must of necessity vary, but a uniform courtesy, coupled with an attitude which leaves no question as to the dealer's desire to meet his customers' wishes, seems a most desirable basis upon which to establish the adequate connection.

If a harness maker is busily engaged in some mechanical occupation in the work room, it is an unfortunate thing to continue it, after a customer has entered the shop, until the latter has had to wait, or request attention, and then exhibit a spirit of annoyance at the interruption. The profit from the mechanical work may be only a fraction of the benefit to be derived from meeting a possible customer half way.

A spirit of complete indifference as to whether the customer makes a purchase or no, is hardly conducive to increased trade, although the opposite extreme of anxiety and servile submission is equally to be condemned. This latter mistake is sometimes made by entirely worthy men who come in contact with wealthy laborers. Every honest calling must have its sense of dignity, and a well informed mechanic need not feel any inferiority in the presence of men of means, for doubtless his particular skill is well known to them, and they are only pleased to recognize it by their custom.

In rural communities the personal note is usually more marked, and frequently business is transacted to an accompaniment of quip and jest in which the relative peculiarities of customer and dealer are referred to in sometimes unkindly fashion. The merchant in this case must exercise care not to leave a sting in the customer's

IN LOVE WITH ONE'S WORK

THIS love of one's work is at the root of all success. The proportion of successes to failures in business life is in a very decided minority, and if we reckon the partial failures and the milk-and-water successes, the ratio dwindles. Success to a marked degree can only be obtained by the man who is really in love with his work. It is not sufficient to be content or fairly well satisfied with the returns of one's work, or to make just enough effort to keep out of trouble. Big dividends will never be made or big businesses built up if one regards work as a necessary evil, something to be endured and forgotten at the earliest possible moment or when the shutters are down. Show me the man who is really in love with his work, his business, his profession—his *job*—and you will point to the man who is bound to rise to success by reason of his enthusiasm, his vitality, his imagination, and his breadth.—Geo. H. Frost, in *Efficiency*.

mind. No doubt many a bluff and out spoken farmer hugely enjoys his little tirade of abuse, and being abused, that forms a part of his merchandising. It is a mental relaxation for him, and, in reason, the merchant should be prepared to preserve his own good nature, even at the expense of his own peculiarities.

In these days of close profits, one price, with a possible difference for cash or credit, should be the harness maker's inflexible rule, and that price should be quoted with an air of confidence and finality. This is a seemingly minor point, but a most important one, and many a deal has gone wrong through the uncertainty shown in voice inflection when naming the price.

When the deal is concluded, a simple thank you is desirable, and all that is necessary, coupled with an invitation to call again. Any sense of undue elation at the satisfactory conclusion of a purchase is apt to give the customer a lingering suspicion that he has got the worst of the bargain. Study this question of relationship to your customers, and if you do not see the necessity for such course of action, study the successful men of the world for a time, and you will find that the busiest and most successful of them will ever find time to be courteous and obliging to the humblest customer. It is a policy that accounts for much of their success, and rest assured it is a policy that pays.

MERCK & CO'S NEW QUARTERS.

Merck & Co. have moved into new quarters at 45 and 47 Park Place, Manhattan, after fourteen years spent in the Merck Building at University Place on Eighth Street. This move into the wholesale business center of New York, near the Hudson Terminal Buildings, has been in contemplation ever since the Merck works were established in Rahway, N. J. The new location is within three minutes' walk of the Jersey ferries, so that office and factory are brought into close connection. The firm's auto truck service several times daily between New York and Rahway effects a considerable saving in time by reason of the change.

Besides being in close proximity to the McAdoo tunnels and the west-side ferries, the new Merck headquarters are only a half block from Sixth Ave. L, and are within a few minutes' walk of the subways, the Brooklyn Bridge, the General Post Office, and are hardly more than a block from Broadway.

Merck & Co. have a tract of 120 acres at Rahway, a considerable portion of which is already taken up by their extensive works, warehouses, and the cottages of superintendent and chemists. Here the shipping facilities are of the best, with a half-mile of railroad sidings alongside the main tracks of the Pennsylvania Railroad.

The western branch office of Merck & Co. remains at St. Louis, Mo.

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Toronto, November 22, 1919.

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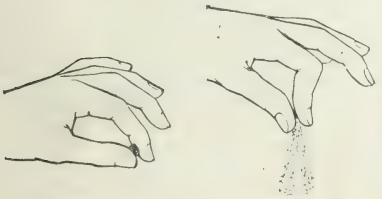
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Vol. xxiii. TORONTO, CANADA, FEBRUARY, 1911 No. 2

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THE PRICE CONTRACT PLAN.

Notwithstanding the many attempts that have been made by various manufacturers of patent medicines to place their goods with the trade on the price contract plan, but few have as yet been successful in their efforts. Various reasons might be given for the lack of success, such as the faulty wording of the contract or the unsympathetic attitude of the retailer, but whatever the reason may be, it is an evident fact that a plan which means so much to the retail druggist has not received the endorsation which it is entitled to at the hands of the trade.

Who is the loser? Undoubtedly, the retail druggist, who has stood in his own light and failed to reap the benefit of full prices.

The sale of patent medicines forms a large portion of the drug business, and where such a large percentage of business is done in one line, it certainly is worth while making an effort that a fair and legitimate profit may be obtained, and the retailer who fails to give his assistance in making this plan a success is prejudicing his own interests as well as that of the trade generally.

When we realize the fact that the adoption of the contract plan guarantees a profit of fifty per cent. instead of as in many cases under existing conditions, selling at cost or a very small margin above it, there can be no doubt at all as to the policy which the retail druggist should adopt.

It is a straight business proposition, whether the retailers by endorsing the plan and signing the contracts can get their fifty per cent. profit, or be obliged, in order to meet competition, to sell their goods at "cut prices."

The expenses of doing business, especially in the large centres, are too heavy to permit of slaughtering the prices of goods, even though the volume of sales should be increased by it, and the sooner druggists become of one mind in the matter and endorse, and by every means in their power help, the contract plan, and bring pressure to bear on those manufacturers who have not yet

druggists. Further, it was felt by the retailer that as the buying club was started for the purpose of insuring a fair profit to the retail druggist, when that result was obtained by the retailer that it was all that was necessary.

When the next article was brought forward to be put on the Plan, it was held by one or two members of the retail association that this agreement only applied to Ozone, and as the buying club insisted on handling contract goods the result was that the Contract Plan gradually dropped out of sight.

Several manufacturers are taking up the Plan

A New Year's Message from Prof. Remington.

To the Canadian Druggist.

Your request for a New Year's message for Canadian Pharmacists recall many interesting events of the annual meeting of your Association at Halifax last September. May I urge a closer affiliation with the American Pharmaceutical Association and the American Chemical Society? The great questions now confronting pharmacy and chemistry throughout the world demand co-operation and harmony. The pharmacist must maintain his individuality and professional standing against all encroachments; the chemist must realise his great responsibilities for he is now entrusted with the duty of detecting falsifications and adulterations in foods and drugs under our new laws, and analytical chemistry will be the means of saving many lives in the New Year.

JOSEPH P. REMINGTON.

Philadelphia, January 19th, 1911

adopted it, the better it will be for the retailer, and at the same time keeping the manufacturer in direct touch with the drug trade, rather than having the sale of his goods diverted to some other channel.

Several years ago when Ozone was put on the Contract Plan at a joint meeting of the proprietors of Ozone, representatives of the Retail Druggists Association and those of the Wholesale Association, it was decided that as the proprietors were not prepared to give a larger discount than 15 per cent. net to the wholesale trade, and as the Plan entailed considerable extra work to them, it was agreed between the wholesalers and retailers that as any goods were put on the Contract Plan they would be dropped by the buying club of retailers, and the extra output for the wholesalers would to a certain extent repay them for the extra work of the Contract Plan, which was largely in the interests of the retail

again, and the point for the retail druggist to consider thoughtfully is, whether it is more profitable for him to be insured a profit of 50 per cent. on proprietary remedies or a saving in buying of from 5 to 8 per cent., of course it does not take one long to figure which is the most profitable.

Another point that has been brought up between the manufacturer and wholesaler is, is it possible for any concern who make a division of profits according to purchases to keep the Contract, and the general consensus of opinion appears to be that it is utterly impossible, and that any system of providing a separate fund looking to that end is a financial impossibility, no matter how honest any company may be in proposing it, and that any contract handled in this way is not in keeping with the intention of it.

From our standpoint it seems to us that a retail druggist now has the opportunity before him of having the present disastrous cutting

Merck's Ether for Anaesthesia

E. Merck

Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

Supplied in 4 oz. and 1 lb. g.s. bottles

Darmstadt

REMINDER!

Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.

For Infancy, Illness and advancing Age.

BENGER'S Food

Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

Benger's Food is sold on the understood recommendation of Medical Druggists and Leading Drug Stores.

SOUTHALL'S

SURGICAL

Absorbent Wools, Lints, Bandages, Gauzes, and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint

DRESSINGS

SOUTHALL BROS. & BARCLAY LIMITED

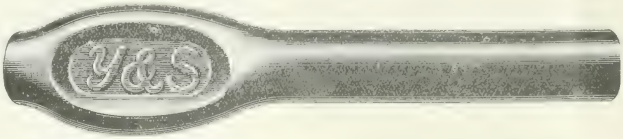
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Stick Licorice



M & R Wafers in 5c muslin bags.
Licorice Lozenges in 5 pound tins

Acme Pellets in 5 pound tins
Softmints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL



See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

done away with, and all leading proprietaries sold on the basis that will give them a remunerative profit, and we would urge that no sentimental feelings should be allowed to enter into the matter as we are all in business to try, at least, to make an honest living, and co-operation between all parties in this matter will mean considerable to the retailer.

The real question at issue as we have said before is, which is most profitable to retail druggists, an assured profit of 30 per cent., or a saving in buying of say 5 per cent., with running the risk of "price cutting."

LOYALTY IN BUSINESS.

The word "Loyalty" is very much in the air of late years, and there has been an especial effort to implant in the younger generation a feeling of loyalty to their country and their King, which is most commendable. But "loyalty" shows itself in many directions. It is an expressive word, and one which has in its proper sense a volume of meaning, and which if put into practice is sure to bring incalculable benefit to the one who practices it.

Loyalty to one's country, naturally the opposite to the word traitor, is the bounden duty of every citizen, and that loyalty to be anything at all must be consistent and thorough.

However, it is with loyalty in business that we are dealing now, and this applies to all, from the youngest employee up to the head of the firm.

The employee must be loyal, not only to his employer, but also to the business itself, putting his best into it, and by his individual efforts adding to the strength and success of the business.

The loyalty of the employer goes without saying, is more of a personal matter, and outside of his proper treatment of the employees and the building up of a name for his enterprise, the main aim as a rule is a furtherance of his own private interests.

Loyalty to the craft in which one is engaged is less of a selfish character than more striking for one's own personal aims and ambitions.

The druggist who aims to be loyal to his craft places his profession before more pecuniary benefit, realizing that there is an "esprit de corps" which should guide him in all his dealings, so that the character of his profession should not suffer from any act of his.

The "cutter" who strives to take the business from his competitor by under selling and at less than regular advertised prices, is disloyal to the craft.

The substitutor who for the sake of additional gain, jeopardizes the life of a customer, is disloyal, and the man who with loud profession of loyalty poses as a friend of the druggist, but at the same time has his mind and actions all centered on his own selfish ends, is also disloyal to the craft.

Loyalty to the higher ideals of business integrity and a proper code of ethics in relation to his fellow druggist, are both to be prized, and should be cultivated to a greater extent than at present exists.

Let us believe that others are actuated by sincere motives, and our own actions will develop our sincerity and be helpful.

Loyalty in business means a devotion to the higher interests of pharmacy, rather than a narrow, contracted view, which sees only the petty trivialities to the exclusion of lofty ideals, and it also means an endeavor to band together all branches of the trade rather than to form a cleavage between those who should work together for the material benefit of all.

And now a word to the Young Pharmacist. Our colleges of Pharmacy are turning out their usual quota of graduates who, by the skill which they have shown in the laboratory and in the lecture room, as well as before the examining board, have been licensed to practice their profession in the various provinces of Canada. And into their keeping, as well as those who have to come after them will be confided the Pharmaceutical destinies of this country, and we hope and believe that the material which is being turned out of our colleges will prove itself worthy of the institutions from whose portals they come.

Let us therefore impress upon the younger generation of Pharmacists the value of loyalty.

Loyalty to their Alma Mater by upholding its principles and so conducting themselves that they may reflect credit on the colleges which have conferred the degree upon them.

Loyalty to their profession, not allowing it to sink down to the level of those whose only care is to make money, no matter whether the means used be honorable or otherwise.

Loyalty to their town wherever they may be engaged in business, and making of themselves citizens who men [illegible] and looked up to, not only for their professional attainments, but also for unblemished characters and upright walk in life.

The young Pharmacist who sets out with the determination to be "Loyal" in all these respects and to be a man among men need have no fear for the future.

"It is easy to live without making mistakes if one attempts nothing new. The men who accomplish things are they who are not afraid of an occasional error."

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for any matter of general interest to the trade.

UNITED EFFORT ASKED FOR BY THE PRESIDENT OF C.P.A.

Regina, January 1911.

Dear Mr. Editor :

May I trespass upon your space a little to convey to your readers a few thoughts which have occurred to me recently, and which may start others thining in the same direction.

I have read with considerable interest a few of the annual statements of Banking concerns and Railway Corporations, all of which speak in glowing terms of the unprecedented prosperity and wonderful business expansion in Canada during the year 1910. The handsome dividends which these various institutions have been enabled to pay also express more elegantly than words that business has had a marvellous uplift.

are prophesying almost greater things for the

Men who are in a position to reliably speak year upon which we have just entered.

Now, the question that arises in my mind is, whether or not the Retail Druggists are participating in this general prosperity ?

While I am by no means a pessimist, and while I am aware that a number of the fraternity are prospering, yet I do not believe that as a whole the druggists are adding to their wealth, or are receiving a just compensation for the training and labor involved in their business.

If my opinion is based upon facts (and I would be glad to know if it is not) then there must be some underlying reason for this state of affairs which we should endeavor to fathom.

Speaking generally, I am sure that the druggists as a class are above the average business man in intelligence and activity. They are not given to over-extravagance, the very nature of the business is a strict training in economy, yet their road to wealth is long, and few there be who reach even a fair competence.

A great deal is spoken and written of the high cost of living, (and it costs the druggist as much as the average man), yet can anyone tell why it is that the druggists' merchandise remains stationary ?

During my experience, ordinary articles of living have doubled, trebled, and even quadrupled in price, while drugs have advanced nothing, and in many instances are lower in price.

A great deal of responsibility for this state of affairs must be laid at the door of the "Cut Rater."

There is also a decline in the use of drugs internally, although the use of them externally in the way of toilet articles of endless variety has increased as compensation, and if fair prices for these could be maintained, the lot of the drug- This will open the subject.

The remedy for this unsatisfactory state of affairs is not beyond reach. A united effort on the part of retail druggists could do much to mitigate the cut rate evil. We have the machinery for this in the Canadian Pharmaceutical Association, and I trust that this matter will receive more than cursory notice when each provincial association meets.

I would be glad if some other members of the fraternity would publicly express an opinion. This would open the subject.

Sincerely yours,

ROBERT MARTIN.

PRESCRIPTION PRICES.

The daily newspapers are commenting on the adoption by retail druggists of a uniform scale of prices to be charged for prescriptions. The contention is that there is a general increase in prices owing, as they say, to the "additional cost of living," as well as "advancement in rentals, cost of stock and wages of employees."

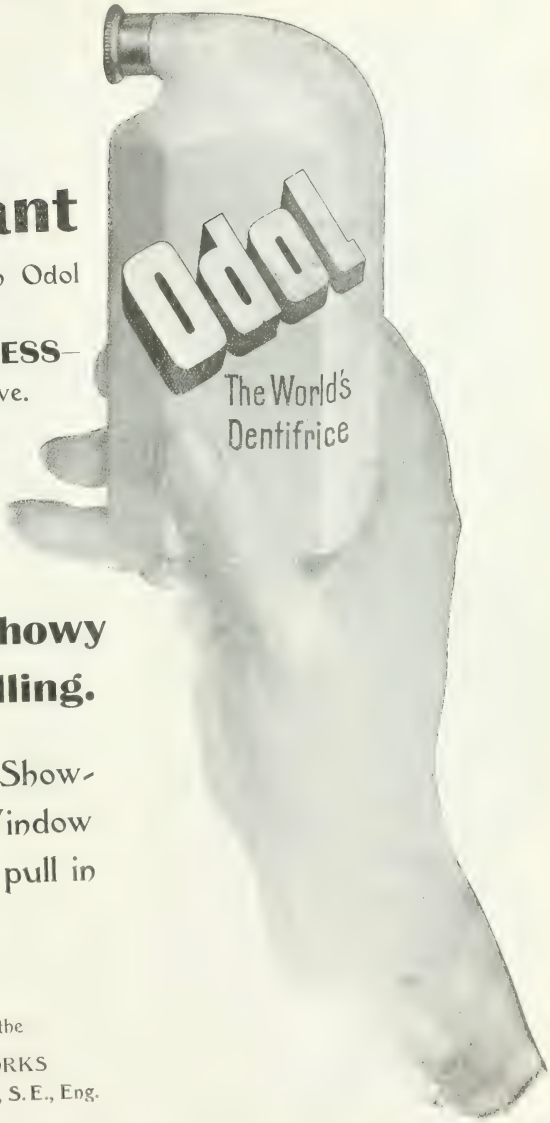
The object of the Committee appointed by the Canadian Pharmaceutical Association is more to establish uniformity in charges than to make a special advance in prices. There is no doubt that in some cases the proposed prices would be in advance, but with other druggists they would be lower than those already charged. But it is believed that uniformity in prices in the matter of prescriptions, leaving out the question of what is due to the pharmacist for his skill, as well as the responsibility assumed, will be both a safeguard to the public, as well as doing away with the impression which may sometimes be held, that divergence in prices is owing to inferiority of the drugs.

DRUG CLERKS' ORGANIZATION.

The National Association of Pharmacologists (Incorporated) is the title of a new organization which has been started, its object being "to unite drug clerks of the United States into one grand Benevolent Fraternity." It is also intended "to foster Fraternal Charity and Fellowship, and improve the educational, mental, moral and social conditions and welfare of its members." The objects of the Association, as set out in their prospectus, are very laudable, and we wish the promoters every success in carrying them out. Full particulars can be obtained from the Secretary-Treasurer of the Association at Columbus, Ohio.

If You Want

a share of the Canadian Odol trade—a share of
PROFITABLE BUSINESS—
NOW is the time to move.

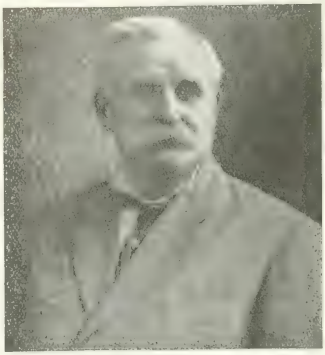


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Get the attractive Show-Cards and Window dressings that pull in buyers.

Write **now** direct to the
ODOL CHEMICAL WORKS
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Major's Cement the Strongest on Earth



Major's Rubber and Leather Cement

are the same price at RETAIL: 15 cents per bottle. At all jobbers. Liberal discounts. Write for our attractive offer and display stands and please send for our advertising matter.

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461 Pearl Street New York City

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HIGH-CLASS VIOLINS

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VIOLIN REQUISITES



Violins for Beginners, Violin Classes, Schools, etc.

Violins for the Orchestral Profession.

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Special Designs in Bows and Cases

Finest Strings Manufactured

Nordheimer Piano & Music Co., Ltd.

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Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it one of the very best cleaners for Druggists to sell.

Gillett's Lye Eats Dirt!

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Gillett's Chemical Works Established 1852.

E.W.GILLETT COMPANY LIMITED

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

"THE OPIUM AND DRUG ACT."

The following text of "An Act to prohibit the improper use of Opium and other drugs," (which includes cocaine) has been introduced into the Canadian House of Commons by Hon. W. Mac Kenzie King, and received its first reading Jan. 19th. The probabilities are that, being a government measure, it will be passed with but little if any amendments.

Bill 97. An Act to prohibit the improper use of Opium or other drugs.

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows :

1. This Act may be cited as The Opium and Drug Act.

2. In this Act, unless the context otherwise requires,

(a) "drug" means and includes any substance mentioned in the schedule to this Act ; or which may be added thereto under the authority of this Act ;

(b) "opium" means and includes crude opium, powdered opium, and opium prepared for smoking, or in any stage of such preparation ;

(c) "imports" or "imported" means and includes the bringing or conveying, or the causing to be brought or conveyed into Canada of any drug ;

(d) "export" or "exporting" means and includes the taking or conveying, or causing to be taken or conveyed, out of Canada of any drug ;

(e) "magistrate" means and includes any judge of the sessions of the peace, recorder, police magistrate, stipendiary magistrate, two justices of the peace or any magistrate having the power or authority of two or more justices of the peace.

3. Every person who imports, manufactures, sells, offers for sale, has in his possession, or takes or carries or causes to be taken or carried from any place in Canada to any other place in Canada, any drug for other than scientific or medicinal purposes, shall be liable, upon summary conviction, to a fine not exceeding five hundred dollars and costs, or to imprisonment for a term not exceeding one year, or to both fine and imprisonment.

4. Every person who smokes opium, or who, without lawful or reasonable excuse, has in his possession opium prepared or being prepared for smoking, shall be guilty of an offence against this Act, and shall be liable, on summary conviction, to a fine not exceeding fifty dollars, or to imprisonment for a term not exceeding three months, or to both fine and imprisonment.

2. Any person who, without lawful and reasonable excuse, is found in any house, room or place to which persons resort for the purpose of smoking or inhaling opium, shall be liable, upon summary conviction, to a fine not exceeding one hundred dollars and costs, or to imprisonment for a term not exceeding one month, or to both fine and imprisonment.

5. Any person who deals in any drug, who gives, sells or furnishes any drug to any person other than a duly authorized and practicing physician, veterinary surgeon or dentist, or to a druggist carrying on business in a bona fide drug store, or who neglects to make or preserve a proper record in a suitable book of the name and address of the physician, veterinary surgeon, dentist or druggist to whom he gives, sells or furnishes any drug, and the date of such sale ; and any druggist who gives, sells or furnishes any drug except upon a written order or prescription signed by a duly authorized and practicing physician, veterinary surgeon, or dentist, or who, without the authority of the prescribing physician, veterinary surgeon or dentist, uses any prescription to sell any drug on more than one occasion, or who neglects to make or preserve a proper record in a suitable book of the name of the physician, veterinary surgeon or dentist signing such order or prescription, the date of filing the order or prescription, and in the case of a prescription the name of the person for whose use the prescription was granted, or who refuses to allow such record to be examined by any police officer, shall be liable, upon summary conviction, to a fine not exceeding two hundred dollars and costs, or to imprisonment for a term not exceeding three months, or to both fine and imprisonment.

2. Any physician who signs any prescription or order for the filling of which any drug is required, unless such drug is required for medicinal purposes or is prescribed for the medical treatment of a person who is under professional treatment by such physician, and any dentist or veterinary surgeon who signs any order for any drug, unless such drug is required for medicinal purposes in connection with his practice as a dentist or veterinary surgeon, shall, upon summary conviction, be liable to a fine not exceeding two hundred dollars and costs, or to imprisonment for a term not exceeding three months, or to both fine and imprisonment.

6. Any person exporting or attempting to export any drug to any country which prohibits the entry of such drug, shall be liable, upon summary conviction, to a fine not exceeding five hundred dollars and costs, or to imprisonment for a term not exceeding six months, or to both fine and imprisonment.

7. If it be proved upon oath before any magistrate that there is reasonable cause to suspect that any drug is kept or concealed for any purpose contrary to this Act in any dwelling-house, store, shop, warehouse, outhouse, garden, yard, vessel or other place, such magistrate may grant a warrant to search by day or night any such place for such drug, and if such drug is there found, to bring it before him.

8. When any person is convicted of an offence against this Act, the convicting magistrate may adjudge and order, in addition to any other penalty or punishment, that the drug in respect of which the offence was committed, or which has been seized under the search warrant as aforesaid and all receptacles of any kind whatsoever found containing the same, be forfeited and destroyed, and such order shall thereupon be carried out by the constable or peace officer who executed the said search warrant, or by such other person as may be thereunto authorized by the said convicting magistrate.

9. Any drug now in the custody of any court, and any drug that may be seized for the violation of any law, shall be destroyed, unless such

drug is claimed within three months after the passing of this Act, or after such seizure as the case may be, and it is established to the satisfaction of the court that no offence has been committed in connection therewith, or unless the court otherwise orders, provided however, that the provisions of The Customs Act shall apply to any drug unlawfully imported into Canada.

10. If any person charged with an offence against this Act pleads or alleges that he imported, manufactured, sold or offered for sale, or had in his possession, any drug in respect of which the offence is charged, for scientific or medicinal purposes, the burden of proof thereof shall be upon the person so charged.

11. One half of any fine recovered from any person convicted of an offence against this Act may be paid to any person giving information leading to such conviction, if so directed by the magistrate.

12. No conviction, judgment or order in respect of an offence against this Act shall be removed by certiorari into any of His Majesty's courts of record.

13. The Governor in Council may make such orders and regulations as are deemed necessary or expedient for carrying out the intention of this Act; for the seizure of any drug that there is a reason to believe is liable to forfeiture under this Act; and for the use or sale of any drug for scientific purposes.

14. The Governor in Council may, from time to time, add to the Schedule to this Act, any substance, the addition of which is by him deemed necessary in the public interest, and every order in the Council in that behalf shall be published in The Canada Gazette, and shall take effect at the expiration of thirty days from the date of such publication.

15. Chapter 50 of the statutes of 1908 is here. by repealed.

16. Section 4 of this Act shall not come into force until the first day of July, one thousand nine hundred and eleven.

Schedule—

Cocaine. Morphine. Opium.

CHINA TAKES ACTION.

That the agitation to curtail the sale of cocaine and other habit-forming drugs is not confined to this continent alone, mention is made of the fact that a decree has been promulgated at Hong Kong, making punishable by fine and imprisonment the manufacture of any coacaine in China by a British subject, or the importation of any cocaine by anyone holding British allegiance. The provisions of this decree appeal also to any apparatus for the injection of cocaine.

The Interprovincial transportation of opium into China will be absolutely prohibited after July, 1911, and beginning in January, 1912, the planting of poppy and the smoking of opium will be severely punished. An effort is also being made to annul the opium treaty with Great Britain, so as to prevent importation of the drug from India.

MR. T. M. M'NEILL.

In the Trade Review Annual (St. John's, Newfoundland,) brief notices are given of several of the leading merchants of St. John's, and amongst them appears one of Mr. T. M. McNeill, proprietor of the firm of Thos. McMurdo & Co., the oldest established drug store in Newfoundland. Mr. McNeill is President of the newly formed Pharmaceutical Society of Newfoundland, and has always taken a leading part in pharmaceutical matters in the colony.



The subject of our sketch was educated in the north of Ireland, and served his apprenticeship with his father in St. John's. The drug business of which he is now the head, was founded in 1823, by Mr. T. McMurdo, who on his death was succeeded by his son-in-law, Mr. John McNeil, father to the present proprietor. Besides the business on Water Street, the firm have two branches one on Rawlin's Cross, in charge of Mr. H. Pettigrew, and the other on Water St. west, which is in charge of Mr. M. F. Wadden, both of these gentlemen having served their apprenticeship in the parent house.

The main store is handsomely fitted, and quite up to the average pharmacy in Canada; it also has a splendid soda fountain, and we understand that the business done at it is a large and lucrative one.

PIONEER DRUGGIST RETIRES.

Mr. Andrew Jeffrey has disposed of his drug business at the corner of Carlton & Yonge Sts., Toronto. Mr. Jeffrey has retired after a period of nearly fifty years in business in this city, having been associated with the late Mr. Shapter at the corner of King and Yonge Streets over forty years ago. The firm afterwards removed to the new stand at the Corner of Carleton & Yonge Sts. Since Mr. Shapter's death, which occurred some years ago, the business has been conducted by Mr. Jeffrey alone.

His business has always been of a high class order, doing a large prescription trade, and having a wide clientele amongst the citizens of Toronto.

Mr. Jeffrey is associated with other interests

GILLETTE AMMUNITION

For a High Score in 1911



The wisdom of pushing the five-dollar, price-protected GILLETTE in preference to any other razor is apparent to every dealer. There's the sure, substantial profit—the certainty of pleasing every purchaser—the steady trade in blades—and the chances this trade gives to gain regular customers for other lines as well.

In most cases selling a man a GILLETTE is simply giving him what he asks for. But there are still some men not aware of the GILLETTE'S superiority, who will ask for an old-style razor or a make-shift safety, or else continue to put up with their present shaving outfit.

It is therefore money in your pocket to have your clerks, as well as yourself, thoroughly posted on the GILLETTE, ready to use, find and make as many opportunities as possible to sell it.

Here are some talking points that win:

GILLETTE thin blades take an absolutely uniform and perfect temper that cannot possibly be given to a thick blade.

Automatically accurate honing with diamond dust, and automatic stropping, give every GILLETTE blade a keenness which no other razor has ever equalled.

Each edge of every GILLETTE blade must split a human hair before it is passed by our inspectors.

The extreme hardness of GILLETTE blades makes it as unnecessary as it is impossible to strop them between shaves.

The GILLETTE frame holds the blade absolutely rigid, with none of the vibration that makes other thin-bladed razors pull and gash. The GILLETTE is the only razor that combines the perfect temper possible only in thin blades, with the smooth-cutting rigidity of the thick-bladed type.

The GILLETTE is safe anywhere. A man can use it as easily in a swaying pullman or a rolling liner as in his dressing room.

The GILLETTE is the only razor adjustable for a light or close shave. A simple turn of the handle does it. Every man can get exactly the adjustment that suits his beard and skin.

These are a few of the reasons why over Four Million men shave with the GILLETTE—and why dealers consider it their best specialty. The right kind of selling talk behind the GILLETTE scores high in profits.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory—63 St. Alexander Street, Montreal

Offices in New York (Times Bldg.), Chicago (Stock Exchange Bldg.), London, Eng. and Shanghai, China

Factories in Montreal, Boston, Leicester, Berlin and Paris

TRADE Gillette MARK

KNOWN THE WORLD OVER

DEALERS FIND BOKER'S RAZORS FIRST CLASS SELLERS

H. Boker & Co's "RADIUM"



Boker's Razors are recognized by Gentlemen as being the best razor for every day use, and to give the user the most satisfactory shave possible, which no other razor will do. These razors are tempered by a secret process, known only by the factory of H. Boker & Co. That's why they hold and keep their edge. When you buy a razor, buy the best—which is Boker's—and we guarantee that you will be more than satisfied with your purchase. Write for our free booklet, "Some Pointers for Gentlemen who Shave Themselves." McGill Cutlery Co. Reg., P. O. Box 366, Montreal.

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

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MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

Special Export House for OLIVE OILS of the Provence and of Italy

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Successor, CH. **BENABEN** at Salon, France.

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"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans"



"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

in the city, which no doubt will give him sufficient employment during his well earned rest from active participation in the drug business.

CHANGE OF MANAGEMENT.

Mr. Charles A. Smith has been appointed manager of the Windsor branch of F. Stearns & Co., in succession to the late Irving H. Taylor. Mr. Smith left Toronto twelve years ago to take a leading position with F. Stearns & Co., and his ability has brought him to the front so that he now occupies the position of Manager. Mr. Smith was for some time editor of the "New Idea," and as an all round business man, will, no doubt, further develop the "Stearns" business in Canada.

Mr. George Rason, formerly in the drug business at Strathroy, Ontario, and who has been connected with the F. Stearns & Co. for eight years, first as a travelling representative in Eastern Canada and Newfoundland, but for the last few years at the home office, has been appointed assistant manager.

We congratulate Mr. Rason as an old apprentice on his successful business career.

STILL IN BUSINESS.

The statement which appeared in a recent issue that Mr. Robert Wightman had disposed of his drug business in Owen Sound, Ont., was incorrect.

Mr. Wightman is "still very much in business," as Mr. W. puts it, and we wish him many more years of successful business career. As one of our old-time pharmacists, and a former prominent member of the O. C. P. Council, Mr. Wightman has always taken the most active interest in pharmaceutical matters, and his continuance in business means that Pharmacy in Canada retains on its active list one of our most respected as well as progressive members.

A DRUG STORE CENTENNIAL.

The hundreth anniversary of the founding of the Apothecaries' Hall, Charlottetown, P. E. I., occurred on December 24th, 1910. This business is, we believe, the oldest established retail drug store in Canada, its first proprietor being Mr. Thomas Des Brisay, succeeded in later years by his son, Theophlius Des Brisay, who commenced business at the age of fourteen in his father's store, and at the death of his father assumed control of it.

The present proprietor, Hon. Geo. E. Hughes, purchased the business in 1874, and conducted it in the old stand for twenty-seven years, until 1901, when the present handsome building was erected.

Mr. Hughes has been for thirty-six years in the business in the Apothecaries' Hall, and has kept up the reputation of this well-known business. Mr. Hughes is a member of the local Legislature and of the Government, and as a wise legislator as well as a splendid business man, has shown marked ability, and is deservedly recognized as one of the leading men of the province.

CAN ANY WHOLESALE HOUSE BEAT THIS.

The employees of Lyman Bros. Co. Ltd., from the table below make as good a showing for long service as many houses in older countries. The Lyman Bros. & Co. have at present in their ware house and chemical works twenty-six out of 75 employees who have been with them over ten years.

The list is as follows :

1, 41 years ; 1, 40 years ; 1, 36 years ; 1, 35 years ; 1 30 years ; 1 24 years ; 3, 20 years ; 2, 19 years ; 1, 18 years ; 1, 17 years ; 1, 16 years; 2, 15 years ; 3, 14 years ; 1, 13 years ; 6, 11 years.

A few years ago an old employee died who had been with them for sixty annual stock-takings, and last year one died who had been with them 35 years.

QUEBEC PHRMACEUTICAL ASSOCIATION.

The Preliminary Board of Examiners of the Pharmaceutical Association of the Province of Quebec held their quarterly examination in Montreal and Quebec on January 5th, when 22 candidates presented themselves.

The following names, by order of merit, are those that have passed, namely : J. E. Lachaine, P. Gadbois, A. Weinfield, A. de Bellefeuille, Ernest St. Jacques, A. Bourgeois, R. Filion, Max Schachter, and Felix Berlin.

The following passed on all subjects but one, and will have to present themselves at the next examination for that subject : Jos. A. Lagarde, Raoul Brunelle and R. Gougeon. The examiners were : Professors J. O. Casgrain, of Jacques-Cartier Normal School and Isaac Gammell of the High School, with Messrs. Alf. J. Laurence as general supervisor and Victor Giroux supervisor for Quebec and vicinity.

The next examination will take place the 6th of April, 1911.

BACK NUMBERS.

One of our readers desires to procure copies of The Canadian Druggist of February, 1903, and July, 1903, in order to complete his files. Can any other subscriber supply them ?

A lost inch of gold may be found, a lost inch of time, never.

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

Preliminary Examination of the 5th of January.

ENGLISH GRAMMAR.

1. Write out and punctuate the passage dictated.

2. Write a paragraph (about 150 words) on Christmas Customs.

3. What changes of inflection do nouns undergo, and for what purpose? Give Illustrations.

4. Give the superlative form of little, much, forth, ill, weary; and the possessive case of me, who, she, son-in-law, oxen.

5. Define, with examples, transitive verb, auxiliary verb, participle infinitive mood.

6. Parse underlined words: O Cassius you are yoked with a lamb that carries anger as the flint bears fire.

ENGLISH-FRENCH.

Translate into English: "Se tournant vers sa troupe, Henri s'ecria:" Mes amis, vous etes Francais, je suis votre roi, voila l'ennemi. Si vous perdez de vue l'etendard, suivez mon panache blanc; vous le verrez toujours au chemin de l'honneur et du devoir.

LATIN.

1. Translate into English: Helvetii, repentino ejus adventu commoti, quuom id, quod ipsi diebus viginti aegerrime confecerant, ut flumen transirent, uno illum die fecisse intelligerent, legatos ad cum mittunt: cujus legationis Divico princeps fuit, qui bello Cassiano dux Helvetiorum fuerat. Is it a cum Carsare egit: "Si pacem populus Romanus cum Helvetiis faceret, in eam partem ituros atque ibi futuros Helvetios, ubi eos Caesar constituisset atque esse voluisset; sin bello persequi perseveraret, reminiscereturet veteris incommodi soopuli Romani, et pristinae virtutis Helvetiorum.

2. Decline niger gra grum in the three genders and both numbers.

3. Give the nominative singular of adventu, diebus, legationis, pacem partem, virtutis.

4. Coniugate terrere in the perfect indicative, cognoscere in the simple future and aperire in the gerundive participles.

5. Explain the difference between deponent verbs and [illegible] verbs.

ARITHMETIC

(Answer 5 questions only.)

1. What fraction having a denominator of 24 is equivalent to .625?

2. Find the [illegible] of 3.75 + .029 + 3.75 ÷ .015

3. A litre of air weighs 1.3 grammes, how many grains will a cubic foot of air weigh? (A gram = 15.432 grains and a metre = 39.37 in.)

4. A man receives 4 per cent. on one third of his capital, 4½ per cent. on one sixth, and 5 per cent. on the remainder. What per cent. does he receive on the whole?

5. What price must an investor pay for 5 per cent. stock so as to receive 6 per cent. for his money.

6. Find the exact interest of $10,000 at 5 per cent. from October 21, 1910, to January 5th, 1911.

HISTORY.

1. Give the cause of (a) the Hundred Years' War or (b) the Seven Years' War.

2. Name five prime ministers of England of the reign of Victoria.

3. Name five French governors of Canada, and give one important fact about each.

4. What important events in Canadian history happened in 1759, 1791, 1840, 1867.

GEORAPHY.

1. Define the following:—peninsula, isthmus, strait, tributary, archipelago.

2. What is each of the following:—Mississippi, Lyons, Gibraltar, Madagascar, Etna.

3. Where are the following situated:— The Laurentian mountains, the Amazon, the Danub the Ural mountains, San Francisco, Santiago, Cairo, Pekin?

4. Give the boundaries of the Province of Quebec and also of New Brunswick.

GYMNASTIC TRAINING.

Indoor athletics are being boomed at the Philadelphia College of Pharmacy. Dr. Wm. Schleif and Dr. Ward Beam have charge of the work, which is being carried on in an especially constructed gymnasium on the top floor of the College building. The "Gym" classes have been organized and basket-ball teams are being formed. A copy of the Philadelphia North American of recent date has half a page devoted to illustrations of the various classes in the "Gym." Physicial training is certainly a wonderful help to the drug clerk, and while he is deeply engaged in his studies at College the "Gym" work would be helpful both physically and mentally.

It appears to us to be along the right lines, and every College of Pharmacy should have a complete gymnasium in connection with its work.

THE SANITAIRE SODA FOUNTAIN.

Special attention is called to the advertisement of Messrs. Donnelly, Watson & Brown, Calgary, who are offering to the trade the Sanitaire System of Soda Fountains, either pump or bottle system. Their splendid new catalogue, which has just been published, may be had for the asking by those who intend starting in a new fountain. When writing mention the "Canadian Druggist."

TANGLEFOOT

THE ORIGINAL FLY PAPER

For 25 years the Standard in Quality

ALL OTHERS ARE IMITATIONS

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Under the above title we have issued a little booklet illustrating a number of the very popular Toilet Preparations manufactured by us, each illustration brought out in colors, which will prove a great convenience in ordering.

If any Druggist has not already received a copy a postal card will bring one by return mail.

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as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.



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A New Book **DRUGGISTS and DISPENSERS**

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THIS book contains a thorough, progressive course of instruction for making all styles of show cards required by the **Up to Date Druggist and Soda Fountain Dispenser.** The alphabets and exercises for practice are presented in an easy and attractive form of graded lessons, fully illustrated in every detail. This book tells you how to get the best results, and then **shows** you how. You first read the way to do it and then see how it is done by the illustrations.



Everything is simple and easy to understand, showing how to begin, use of materials, and inexpensive methods for making an endless variety of high class show cards designed expressly for Drug Store and Soda Fountain use, and the same can be made at a fraction above the cost of common, blank cardboard.

The book contains fifty full page lettering exercises and **new show card alphabet charts** that are up-to-the-minute with practical instruction. **Over 200 show card and price ticket illustrations** are reproduced from plain rapid work to artistic designs. Many are finished with scroll and back ground designs in air brush effect, together with explicit instructions how to do the work in all branches in a neat and satisfactory manner.

This book will enable any Druggist or Dispenser to become an expert in show card publicity—the kind, that attracts attention and increases business. The interior of every store and show window represents valuable advertising space of unlimited possibilities, and neat show cards are assistant clerks

Page size of book 5 by 9 inches, 112 pages ORDER NOW and get a copy of this new book Price $1, post-paid direct from the Publishers

Selling Agents:—THE CANADIAN DRUGGIST, Toronto, Canada.

PHARMACY IN GREAT BRITAIN

Doctors and Dispensing—Changes in Pharmacists Education—Sale of Medicated Wine—Drugs and Chemical Markets—Mr Glyn Jones, M.P., to be Entertained.

(From our London Correspondent.)

You published last month a summary of the recently issued Blue-Book on Unqualified Medical Practice, containing a serious attack on chemists, especially that portion of the pharmaceutical community known as prescribing chemists. It was not to be expected that this attack would be taken "lying down." Local associations and other bodies have had the matter under consideration, and they have agreed to leave the line of action to the parent body—the Pharmaceutical Society. That Society still has the report under review, but as an initial counterblast, the council of the chemists' central organization has decided to call the attention of the Privy Council to the grave dangers attending the dispensing of medicines and the handling of poisons by unqualified persons, and to the fact that at the present time the precautionary measures imposed by the Statute upon chemists and druggists do not apply in the surgeries and dispensaries of medical practitioners. An investigation is asked for into the conditions under which the dispensing of medicines is carried on in various surgeries, dispensaries and similar establishments of Great Britain. If this enquiry is undertaken, some interesting revelations may be expected.

* * * * *

A proposed radical change in the present system of pharmaceutical education deserves notice in your columns. You are aware that under the Poisons and Pharmacy Act, 1908, the council of the Pharmaceutical Society was given power to divide the qualifying examination and institute a curriculum of study. There are indications that in the course of a few months a new system of education will be introduced into this country. A draft scheme has been drawn up providing for the division of the Minor Examination and a curriculum of study. The qualifying is to be divided into two parts to be called the Intermediate Examination and the Final Examination. A candidate desiring to enter for the Intermediate Examination shall deliver to the Registrar evidence that, subsequent to passing the Preliminary Examination and being registered as a Student, he has attended with regularity, and has duly performed the work in the class and in the laboratory, in a teaching institution approved by the Council, not less than—50 lectures in Botany; 25 hours' work in Practical Botany ; 100 lectures in Chemistry ; 300 hours' work in Practical Chemistry ; 25 lectures in Physics. The lectures and practical work in Botany and in Chemistry must include the matter detailed in the Syllabus of the Intermediate Examination. Chemistry shall include so much Physics as is required by the Syllabus. A candidate desiring to enter for the Final Examination must have passed the Intermediate Examination, and shall deliver to the Registrar evidence that he has been engaged for three years after registration as a student, under the supervision of a registered chemist, in the ordinary work of pharmacy, including the translation and dispensing of prescriptions ; and that he has attended with regularity and has duly performed the work in the class and in the laboratory, in a teaching institution approved by the Council, not less than 60 lectures and demonstrations in Materia Medica ; 30 lectures in Pharmacy ; 200 hours' work in Practical Pharmacy ; 20 lectures in dispensing and Prescription Latin ; 100 hours' work in Practical Dispensing. The lectures and practical work in Materia Medica, Pharmacy, Dispensing and Prescription Reading must include the matter detailed in the Syllabus of the Final Examination.

The above is a brief outline of the proposed new regulations, and will doubtless interest those of your readers who are interested in educational problems.

* * * * *

The sale of Wincarnis containing quinine formed the subject of a prosecution at Manchester, against a chemist named Richard Needham, for selling Wincarnis without a wine license. A good deal of interest was taken in the proceedings by pharmacists in various parts of the country. It appeared, that as the alcohol in the wine was produced as the result of fermentation, Wincarnis was held to come within the operation of the Licensing Act, 1872, and a license was necessary for its sale. For the defence it was urged that Wincarnis is a medicated wine, and as such is excluded from the operation of the Act. A doctor stated that on the assumption that there is a grain of quinine per fluid ounce in the liquid, it was, in his opinion, a drug. The magistrate, however, decided that Wincarnis is a wine of considerable alcoholic strength, and although it might be used as a medicine, it was not a medi-

cine in the real sense. A nominal penalty of 20s. with costs was imposed, but an appeal has been lodged against the decision.

* * * *

In the drug and chemical markets few changes worthy of note have occurred since my last report. Early in January, santonin advanced by over 2s. per lb., owing to the action of the Turkeston Syndicate. This article has been gradually rising in price for several years, and as the Syndicate has the matter in its own hands there does not appear much prospect of the price coming down. Among the articles which there is reason to believe may become dearer are ergot of rye, glycerin, cod-liver oil, cascara sagrada, morphine, codeine, camphor and potassium bromide. A good, firm tone prevails in cream of tartar, tartaric acid, turpentine and resin. Rubber prices are almost half what they were during last year's boom.

* * * *

Sir Edward Evans (whose name will be familiar to your readers as a director of a well-known Liverpool firm) has consented to preside at a complimentary banquet to be given to Mr. W.S. Glyn-Jones, M.P., in celebration of his return to Parliament to represent pharmacy. A large number of prominent chemists, besides the principals of the big wholesale houses and members of Parliament are expected to attend the dinner.

AMERICAN CHEMICAL SOCIETY.

The Division of Pharmaceutical Chemistry of the American Chemical Society held its Minneapolis meeting in the Chemistry building of the University of Minnesota on December 29th. The address of Prof. A. B. Stevens (Chairman) upon Pharmacopoeial Standardization was especially interesting and timely, since Prof. Stevens is a member of the Committee of Revision of the Committee on Proximate Assays. The address outlined the work being done by the Sub-Committee mentioned and made clear the thoroughness and carefulness with which the Pharmacopoeia is being revised. The new and improved methods of committee work were also explained.

The report of the Committee on Quantiative Methods gave a resume of the analysis of Mercury Salts by six different methods. The Committee has done valuable work and is being continued. The report, although merely a report of progress, was ordered published in order that the greatest benefit may be obtained from the work of the Committee.

The papers read at the meeting were as follows:

A. B. Stevens—Citro Compounds of Iron.

E. R. Miller and G. H. Marsh—Camphor in Oil of Sassafras.

L. E. Sayre—Assay on Cubeminum.

F. Klein—Rapid Determination of Sulphuric Acid with the Porous Clay Crucible.

E. Kremers.—Chemical Problems suggested by the Cultivation of Medicinal Plants. (1) Stramonium.

The following officers were elected for the ensuing year:

Chairman—B. L. Murray.

Vice-Chairman—A. D. Thorburn.

Secretary—F. R. Eldred.

Members of Executive Committee—A. B. Stevens, L. F. Kebler.

WHAT PEOPLE THINK OF PRICE CUTTING.

In an article in the Commercial Union it is stated that when the price of a standard article is reduced without any reason it is the most natural thing in the world for people to reduce their conception of the value of that article in accordance with the lowered price. When a buyer purchases an article at a fair price he naturally expects that it is equal to representations, and that it is guaranteed. If the same article is purchased at a cut price, what becomes of the guarantee?

How can quality be maintained at a standard point when the price is allowed to fluctuate?

Does not the offering of a superior article at a cut price cause distrust in the purchaser's mind against the value of all advertised articles?

Is there any better standard of value than uniform price and quality?

Is there any other known method by which an article will stand or fall on its own merits?

If the manufacturer places his price too high his product will never succeed even with the best advertising and the most perfect organization.

In view of the fact that the advertised goods are uniformly the most economically and satisfactory, the dealer who makes good use of a reputable manufacturer's name to secure petty advantages is never a good customer for the manufacturer or a safe merchant from the buyer's standpoint.

REMOVAL.

T. M. McTavish Co., Canadian Agents for Messrs. Oppenheimer, Son & Co., Ltd., 179 Queen Victoria St., London, England, have moved to 732 Yonge Street, Toronto.

We direct the attention of our readers to an advertisement of Wilson's Fly Pads on another page of this issue. Mr. Wilson is a believer in persistent high class advertising, and we have no doubt his work in that direction during the coming summer will create a further large increase in the demand for Wilson's Fly Pads next summer.

Sick Room Supplies

Many druggists do not get their share of this line of trade because their stock does not contain a complete line.

Some Selling Lines:

Sick Feeders, many styles; Feeding Tubes and Bottles; Rubber Sheeting; Catheters; Rectal Tubes; Stomach Pumps; Clinical Thermometers; Nurses History and Temperature Charts; Medical Batteries; Surgical Dressings; Sputum Cups; Medical Glasses.

Have a chat with our traveler next time he calls or write direct. We believe it will pay you to put in an assortment of this line.

The J. Stevens & Son Co.
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Agreeing Fully with all the Requirements of the B.P.

See that every Winchester carries our Signature—
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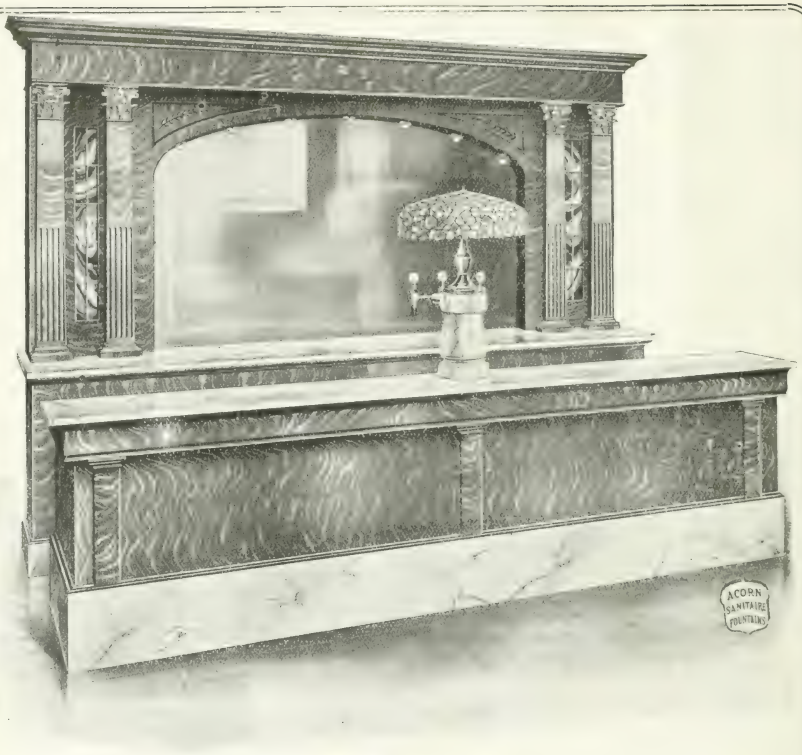
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PUMP OR BOTTLE SYSTEM

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Our new Catalogue, which is now being circulated, will convey to you our most Hygenic and Sanitaire principles of Soda Fountain Construction.

You will profit also by holding your order for Ice Cream Parlor furnishings, etc. Our Catalogue is full of interest for you.

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CALGARY and VANCOUVER.

PHARMACEUTICAL ASSOCIATION OF MANITOBA.

MINOR EXAMINATIONS, DECEMBER, 1910.

PRESCRIPTIONS.

Time, 2 hours. M. Westaway, Examiner.

1. Define Prescription. Explain the several parts, and explain the symbols employed, also state why Latin is employed in their composition.

2. Compare the making of Emulsions of heavy and light oils. Give formulae for a four ounce bottle of each.

3. What apparent characteristic effects are produced when the following are mixed together: Iron and Tannates, Iodine and Starchy Substances, Resinous Tinctures and Watery Fluids, Gums and Alcohols, Chloral and Strong Alkalies?

4. In the following Prescription, supply in each case the quantity of drugs for a medium dose for an adult. Give this in Apothecary and Metric:

℞ Tr. Nux Vom.
Quininae Sulph.
Ferri. Cit.
Ac. Phos. dil qs.
Syr. and Water qs. ad ℥viii.
M Sig.— ℥i. t.i.d.

5. Give dosage for: Cocaine, Bismuth Sub. Nit. Pot. Iodide, Soda Salicylate, Iodoform, Camphor, Poisonous Tinctures, Liq. Ext. Ergot, Blauds Mass, Oleum Rosemary, and Croton Oil.

6. (a) How do you figure out percentage solutions? What quantity of Nitrate of Silver will be required for six ounces of an 8 per cent. solution?

(b) Give exact quantity to make this a saturated solution.

6. State how you would dispense the following prescription:

℞ Ferri Sulph. Ex. grs. ii.
Pot. Carb. grs. ii.
ft. Caps No. I, Mitte xii.

(a) In order to avoid any chemical reaction during manipulation.

(b) In order to promote full chemical reaction during manipulation.

PHARMACY.

Time, 2½ hrs. Examiner, C.W. Campbell, Phm.B.

1. (a) Define specific gravity.

(b) What would a litre of Glycerine cost when the market price is 30 cents per lb.

2. What do you understand by the terms Detantation, Dialysis, Circulatory Displacement, Titration.

3. Differentiate between: (a) ℥ and oz., (b) lb. and lb., (c) ℥ and f℥, (d) f℥ (Wine) and f℥ (Imp.), (e) O (Wine and O (Imp.).

4. Mention the forces that operate during the process of extraction by percolation and state the effect of each.

5. State briefly how the following are prepared:
Aq. Camphorae, Aq. Menth. Pip.
Aq. Chloroformi, Aq. Laurocerasi.
Give the strength of the Camphor Water and the Cherry Laurel Water.

6. Distinguish between Pharmaceutical and Chemical Incompatibility, and give two examples of the former.

7. Write short description of Boric Acid under the following heads:
(a) Formula.
(b) Sources.
(c) Appearance, etc.
(d) Solubilities.
(e) Tests.
(f) Impurities.
(g) Properties.
(h) Preparations of

8. (a) Distinguish between the requirements of the Poison Act as referring to Schedules A and B and give the names of two poisons listed under each.

(b) Under which of the two schedules does Cocaine appear and state what specific regulations govern its sale.

CHEMISTRY.

Time—2 hours. Examiner—E. Nesbitt.

1. Define the following terms—dissociation, capillarity, specific heat, latent heat, atomic heat.

2. State the prominent chemical and physical characters of Sulphur, Carbon and Phosphorus.

3. How is H O prepared, and what are its properties?

What is the strength of the B.P. product?

4. Iodine—Source, preparation, properties, and test.

In the event of poisoning by Tr. Iodine what chemical antidote would you administer? and why?

5. Explain the preparation of Acid. Hydrochlor. B.P.

State Sp. G. and how much real acid it should contain.

Why does Hcl give visible fumes on coming in contact with air?

6. Describe the chemistry of Boron and its most important compounds.

Give the formula of Metaboric Acid.

7. Antimony occurrence—most important preparations and test.

8. Complete the following equations.

$Na_2CO_3 + Ca(OH)_2 =$
$Ca(C_2H_3O_2)_2 + 2\,Hcl =$
$4\,Hcl + Mn_3O_4 =$
$H_2C_2O_4 + 2KI =$
$4\,Fe_2(OH)_6 + As_4O_6 =$

DISPENSING.

Time, 2 hrs. Examiner, C.W. Campbell, Phm. B.

Mrs. Jas. Jeffries

1. Ol. Sabinae.. ... .min. i.
Pulv. Aloes..... ... ...gr. ii.
M. ft. pil.
Mitte No... ... ...xii.
Sig. capiat unam inter cibos et hor. somni.

Mrs. McPherson

2. ℞ Gum Benzoin. .
Plumbi Acet.
Camphor..... ... ...aa gr. x.
Petrolatum..... ... 1 o.
m. et fiat ung.
Sig. Applic. b.i.d.

Miss Rolins.

3. ℞ Tinct. Ferri Perch... ... ...drs. ii.
Potass. Cit..... ... ...grs. xxxx
Syrupi..... ... .drs. ii.

Aquam... ....ad. oz. ii.
misce. et fiat. mist.
Sig. drs. ii. om. iv. hor.
Mrs. Johnson

4. R P. Carbo. Lig... ....grs. ii.
Magnes Calc..... ... .grs. ii.
M. ft. pulv.
Mitte tales..... ....No. vi.
Sig. Bis. die. summend.

MATERIA MEDICA.

Time, 2 hours. Examiner, M. Westaway.

1. Olive Oil. Give source, from what, and how obtained? Give methods of extraction. How do those several methods affect the grades of oil? What adulterants are employed?

2. (a) Define: Antitoxic, Antipyretic, Narcotic, Enema, Myotic, Hypnotic, Alterative, Stimulant, Depressant, Cardiac Tonic.

(b) In each case give one or more examples of drugs which produce these therapeutical effects.

3. What are inspissated juices? Give at least two examples, also solvents and characteristics. Compare them with Jalapin. State how it is eliminated from the tincture.

4. Name at least five B. P. Drugs indigenous to Manitoba. Give their English and Latin names, also medicinal properties.

5. What percentage of mixed alkaloids should the following contain? Opium, Cinchona Bark, Belladonna Root, Nux Vomica.

6. Give a B. P. Corm, Rhizome, Root, Bulb, Fruit, Seed, Wood, Wax, Resin, Heavy Oil, Volatile Oil and Balsam.

7. Rhamnus Purshianus. Give synonym Bot. Source, Habitat, medicinal properties and official preparations into which it enters, with doses.

PATENT MEDICINES IN RUSSIA.

Consul John H. Grout, of Odessa, forwards the following report on a new order relative to the sale of patent medicines in Russia:

As few medical remedies and preparations are produced in Russia, foreign houses manufacturing such articles regard the market with much interest. There seems to be great possibilities for all kinds of medicines, but much preliminary work is required to gain admittance and a foothold. There is apparently great distrust of all patent medicines on which the exact component parts are not stated on the bottle or other receptable. Public fears might be allayed if patent medicines were to be accompanied by special certificates from the medical council at St. Petersburg showing that the remedies are safe to use.

Under regulations recently promulgated, dealing with applications for permission to send medicinal substances into Russia, the Ministry of Finance has notified the customs department that such applications will in future be accepted by the medical council for investigation only under the following conditions:

The application of the firm producing the medicinal remedy, or of the firm's legally constituted representative, must be accompanied by a certificate of analysis from some competent laboratory either in Russia or abroad. The certificate must give an exact indication of all component parts of the remedy, and also its mode of preparation. Three specimens of the remedy put up and inclosed as it is proposed to introduce it in Russia, must be provided. All printed matter and documents, if in a foreign language, must be accompanied by officially attested translations of the same into Russian.

EQUIPMENT FOR SPORTING TRADE.

Deserving of attention of the dealer for this and the next two months is the systematic equipment of his business to take care of spring and summer trade. In old times most days were slow days and "hand to mouth" was the watchword. It goes without saying that with these days of keen competition and big opportunity the dealer who is thorough in his study of "what's ahead" has the store arrangement, the help and the goods all provided in good time so as to attract, to serve and to satisfy the critical purchaser of to-day.

The best goods are not of mushroom growth, and the old program of "waiting till I see what I want" won't give the dealer the right goods at the right time. The past season if it has taught any one thing specially has demonstrated that those who bought early not only bought better, but had the goods, whereas the fellow who always waits "till he sees" didn't have them.

Sporting goods, hammocks and summer and celebration goods should be all secured, as advances later on may be made, and with the usual spring dating allowed the dealer, it seems all in his favor to complete his buying early for his spring and summer wants.

CERTIFICATE.

Given by a famous Analytical Chemist.

I have made a full Analysis of NADRUCO COLD CREAM COMPLEXION SOAP and find it to be a pure soap, containing no trace of either free alkali or free fatty acids, it contains the exact proportions of the proper ingredients to form a chemically pure soap.

The perfume employed is free from any traces of acids or other irritating ingredients.

I am of opinion that this is a soap which may be used safely on the most tender skins, it is perfectly free from anything but quite neutral ingredients, and is a soap of the highest degree of purity.

ERNEST J. PANSY,
B. Sc., J.I.C., F.C.S.



LINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND — TRADE MARK 'SOLOID' BRAND
TRADE MARK 'KEPLER' BRAND — TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ENULE' BRAND — TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VALULE' BRAND — TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'VALOID' BRAND — TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & CO., LONDON (ENG.)

SYDNEY · CAPE TOWN · MILAN · SHANGHAI

101-104, Coristine Building, MONTREAL; and 35, 37 & 39, West Thirty-third Street, NEW YORK CITY

Full stocks are held by all the Trade Houses and also at the following depots:

TORONTO, ONT.: W. J. A. & H. Carnahan — LONDON, ONT.: J. A. Cairnduff & Son — VANCOUVER, B.C.: W. M. Hodgson & Co. — WINNIPEG, MAN.: W. F. C. Brathwaite, and The Gordon Mitchell Drug Co.

E 141

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
56 lb. Cans, 28 lb. Cans and
Winchester Quarts

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

3 Dalhousie St. - Montreal



These Reflectors of greatest efficiency known are handled by the Canadian Electrical Houses generally. If your dealer does not carry, address

National X-Ray Reflector Co., 222 Jackson Blvd., Chicago

Glaxo

AN IDEAL INFANT FOOD

PRESENTS THE FOLLOWING

ADVANTAGES:

1. High percentage of fats.
2. No starch.
3. Easily prepared with hot water.

Glaxo

is recommended by the Medical Profession is **price-protected** to the Druggist

G. W. Davey & Co.

WINNIPEG - TORONTO - MONTREAL

THE EUREKA OINTMENT POT

REDUCTION IN PRICE



Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5 35	5 Gross
1 "	6 25	5 "
2 "	7 50	3 "
3 "	9 90	3 "
4 "	12 75	2 "
5 "	15 60	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	30 00	1 "

FOR SALE BY JOBBERS DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

PHARMACY, HIGHLAND PARK COLLEGE DES MOINES, IOWA.

RESIDENT COURSES I. Regular Ph. G. Course.
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The best Correspondence Course in Pharmacy before the public. The **CORRESPONDENCE COURSE** Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. We can prepare you for your examination before any State Board of Examiners. Send for free catalogue. Mention course in which you are interested. Address:

HIGHLAND PARK COLLEGE OF PHARMACY, DES MOINES, IOWA.

Canadian Druggists !!

YOU GET FULL PROFITS ON *Nature's Remedy*
REG. U.S. PAT. OFFICE
NR-TABLETS-NR

WRITE TO-DAY for our Special Proposition. It's a live one—one that will make good and do it quick.

TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL. If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS, MO. SMITH'S FALLS, ONT.

The Soda Fountain

SODA FOUNTAIN FORMULAS.

(Selected).

Hot Pepsin Phosphate.

Liquid pepsin... ....1 teaspoonful.
Liquid phosphate..... ....2 dashes.
Lemon syrup No. 2..... ..... .1 ounce.
Hot soda..... ....1 cupful.

Hot Punchine.

White and yolk of..... ....1 egg.
Lemon syrup No. 2..... ....1 ounce.
Extract cognac..... ....3 dashes.
Extract ginger ale..... ....1 dash.
Extract mint julep..... ... .2 dashes.
Fresh cream ½ ounce.
Shake well, strain and add
Hot soda 1 cupful.
Serve with nutmeg.

Hot Lactated Beef.

Aromatic extract beef... ...About 1 teaspoonful.
Fresh cream..... ....About 1 teaspoonful.
Extract celery..... ....1 dash.
Hot soda..... ....1 cupful.
Season with pepper and salt.

Hot Egg Cocoa.

White and yolk of..... ....1 egg.
Chocolate syrup No. 2..... .....1¼ ounces.
Sweet cream..... ....1 teaspoonful.
Shake well, strain and add.
Hot soda..... ....1 cupful.
Whipped cream..... ....1 tablespoonful.

Hot Egg Lemonade

White and yolk of..... ....1 egg.
Juice of..... ....½ lemon.
Lemon Syrup No. 2... ....1 ounce.
Shake well, strain and add
Hot Soda..... ....1 cupful.
Stir with twist bar spoon, and serve with nutmeg

Hot Egg Orangeade.

White and yolk of..... ....½ orange.
Juice of..... ....2 teaspoonfuls.
Powdered sugar..... ....1 egg.
Shake well, strain and add
Hot soda..... ....1 cupful.
Stir and serve with nutmeg.

Hot Blaze.

Loaf sugar..... ....4 cubes.
Extract ginger ale..... ....3 dashes.
Lime juice..... ....3 dashes.
Hot soda..... ....1 cupful.
Stir and serve.

Hot Malted Milk.

Malted milk..... ....1 desertspoonful.
Hot soda..... ....1 cupful.
Season with pepper and salt.

Hot Ginger.

Loaf sugar..... ....4 cubes.
Soluble extract ginger ale.....About 15 drops.
Hot soda..... ....1 cupful.

Hot Ginger Ale.

Loaf sugar..... ....About 4 cubes.
Soluble extract ginger ale...About 10 drops.
Soluble extract lemon ... .About 10 drops.
Tropical fruit acid..... .....About 10 drops.
Hot soda..... ....1 cupful.

Hot Mint Julep.

Loaf sugar... ....About 4 cubes.
Extract mint julep..... .....About 10 drops.
Prepared milk..... ...About 1 desertspoonful.
Hot soda..... ....1 cupful.
Whipped cream..... ....1 tablespoonful.
Grated nutmeg, sufficient quantity.

Hot Coffee.

Loaf sugar..... ....About 4 cubes.
Extract Mocha Coffee..... ...1 desertspoonful.
Prepared milk... .....About 1 desertspoonful.
Hot soda..... ....1 cupful.
Whipped cream..... ...About 1 tablespoonful.

Hot Tea.

Loaf Sugar..... ....About 4 cubes.
Extract Oolong tea...About 1 desertspoonful.
Prepared milk..... ...About 1 desertspoonful.
Hot soda..... ....1 cupful.
Whipped cream ... ...1 tablespoonful.

Hot Chocolate.

Soluble powd. ext. chocolate About 1 teaspoonful
Hot soda, sufficient quantity to dissolve.
Stir well, then add
Loaf sugar... ....4 cubes.
Prepared milk..... ....1 desertspoonful.
Hot soda... ....1 cupful.
Whipped cream..... ....1 tablespoonful.

HE ASSIMILATED.

It was an overcast, indeterminate sort of a day but the drug clerk was cheerful as he whistled behind the prescription desk and chatted with a friend in the front shop. Presently a customer came in and made a small purchase.

"Fine day," he remarked.

"Great !" replied the clerk, enthusiastically.

The customer went out and was followed by another. He, too, made a small purchase and commented on the weather.

"Mean weather," he remarked.

"Beastly !" said the clerk, dolefully.

"Getting warmer," remarked a third customer.

"Hot !" said the clerk.

Ten minutes passed. Another individual drifted in from the outside world and made a purchase.

"Chilly, isn't it," he said to the clerk.

"Cold as the pole !" agreed the clerk, with a shiver.

His friend had listened to these exchanges with interest.

"See here," he demanded, "what kind of weather do you think this is, anyway ?"

"Same kind as the customer," replied the drug clerk.—Keystone.

A Record Breaker in the Manufacture

For **Thirty-One** Years and **Two Generations** the **Fletcher's** have been engaged in the Manufacture of Soda Water Fountains, Ice Cream Makers Machinery, Baker's and Confectioner's Tools, Machinery and Supplies and accessories to the trade in all its branches.

The "scrap heap" is a sign of industrial progress. To discard still serviceable machinery in favor of newer and better models is not waste—but economy.

By speeding up efficiency and increasing out-put a manufacturer can give better goods at the same price.

The equipment used by leading Soda Water Dispensers, the producers of "Good Quality" is comprised of the most thoroughly modern Apparatus that brains, time and money can produce—in short—.

Fletcher Constellation Apparatus

No out of date appliances there. The scrap heap has claimed them.

Ask the man who uses **Fletcher Constellation Apparatus**—he knows—and then write us for Catalog.

It is to your best advantage to buy of a firm of long and valuable experience, with goods that have stood the test of long years, assurance of the best material being used throughout, and the certainty of being able to renew any part in years to come. **Such advantages you cannot afford to overlook.**

Fletcher Manufacturing Com'y, Limited

440-442 Yonge Street, Toronto, Ontario

Largest Manufact'rs of Soda Water Apparatus in the British Empire

of Constellation Soda Water Apparatus



Counter of White Italian Marble with Verde Antique trimmings.

Refrigerator back bar of White Italian Marble with Metal Doors.

Superstructure of solid Mahogany with Exquisite Art Glass inlays with bevelled British plate Mirrors, Electric Fixtures and minor accessories.

Fletcher Manufacturing Com'y, Limited

440-442 Yonge Street, Toronto, Ontario

Largest Manufact'rs of Soda Water Apparatus in the British Empire



SPECIAL OFFER.

1 Orangeade Cooler (same as above)
4 Gallons Special Golden Orangeade
1 Set Advertising Matter

PRICE $15.00 Net
F.O.B. TORONTO

Four gallons Orangeade when diluted, would make 640-5 cent drinks amounting to $32.00 which would give the dealer a profit of over 100%—besides the value of Cooler.



SPECIAL OFFER.

1 Orangeade Cooler (same as above)
4 Gallons Special Golden Orangeade
1 Set Advertising Matter . . . . .

PRICE $15.00 NET
F. O. B. TORONTO

We furnish with Cooler either 5 gallon Bottle and Fruit Holder or 3 gallon Globe-shaped Bottle. In placing order be sure and specify which you wish.

A Fountain is Known by the Soda It Serves

A glass of soda is no better than the syrup from which it is made.

This trade mark is an insurance to you that any Fruit or Syrup on which it appears may be absolutely relied upon under the most severe conditions.

"TRUE FRUIT" Fruits and Syrups

are made especially for careful dispensers who take pride in the product of their fountain. They are known as the goods which have "that fresh fruit flavor."

J. HUNGERFORD SMITH COMPANY, LIMITED

TORONTO . . ONTARIO

THE INTERPRETATION OF WATER ANALYSIS REPORTS.*

By J. E. Purvis M.A.

It is impossible to fix any standard by which waters can be judged and condemned. It is not sufficient to judge each item of an analysis either by itself or compared with some standard; nor is it sufficient to compare each item with the other items: because what might be satisfactory in one water might be condemned in another. Sometimes the analysis of water would indicate a certain amount of danger, for example, the following numbers are the figures obtained from an official report:—

A.

Free ammonia	0.004
Albuminoid ammonia	0.014
Chlorine	2.100
Oxygen absorbed in 2 hours at 80 degrees F	0.124
Nitrogen as nitrates	0.285
Microbes	214 per C.c.

The albuminoid ammonia, the chlorine and the oxygen absorbed indicate some contamination, but the bacterial analysis gives a low figure. This water was supplied to a large town, and is considered to be a good water.

Or again, take another example:—

B.

Free ammonia	0.0032
Albuminoid ammonia	0.1400
Chlorine	5.2000
Oxygen absorbed in two hours at 80 degrees F	0.0130
Nitrogen as nitrates	0.0200

The albuminoid ammonia, the chlorine and oxygen absorbed figures are all high, and the figures would indicate some pollution. As a matter of fact, this water was bacterially pure, and it could not be condemned as a bad water for drinking purposes. Other analysis could be given which would prove that no final judgment can be given either on the result of the chemical analysis, or in some instances even on bacterial analysis. With regard to the bacterial analysis, it all depends upon the type of bacteria found in the water. If the bacterial body is non-pathogenic, the presence of other bacteria would not necessarily condemn the water. But besides these considerations there are certain rules which appear to be necessary before a final judgment can be delivered upon any water. Of these (1) the history of the water should be supplied to the analyst. He should know the geological history of the water, because the organic contents of strata differ very considerably. (2) The rainfall before the analysis and after the analysis should be obtained, because it is found that a heavy rainfall before analysis means that the amounts of the constituents, chemically and bacterially, are not the same as compared with the analysis before the rainfall. (3) The method of storage and of distributing the water should also be considered, for it is obvious that both imperfect storage and imperfect distribution may be serious sources of danger. (4) The surface drainage may be a factor: the outlets, particularly of wells, are also of importance in any water collecting area. (5) A bacterial analysis should always go hand in hand with a chemical analysis. And both the chemical and bacterial analysis should be done regularly and frequently, so that any variation in the numbers obtained may be at once observed and traced. (6) And finally, the final judgment with regard to the quality of a water should rest with the chemist and bacteriologist in collaboration; for a water, which, from a chemical point of view, is organically pure, may bacterially contain the germs of disease. Or on the other hand, a water bacterially pure may chemically be dangerous or suspicious.

So far we have been considering the organic and bacterial analysis of waters, but the dangers to health may arise both from hard and soft waters, and in these cases the results of the chemical analysis are probably complete and final. It can scarcely be said that soft water is free from danger, for it is well known that soft waters which are distributed by means of lead pipes, dissolve a certain amount of lead, and lead poisoning in many cases has been the result of such contamination. With regard to hard waters, the danger is probably not so marked or important; but that the waters which are too hard are at least unhealthy cannot be denied, and more particularly when such waters are being used by children or invalids. The limitations, therefore, of an analysis of these two important items disappear, and the word of the chemist can be taken as final.

*Read at the British Pharmaceutical Conference.

HINTS AND SUGGESTIONS FOR THE PRESCRIPTION COUNTER.*

By William F. Morgan

We are all familiar with the adages "no two minds run in the same channel" and "necessity is the mother of invention." The working tools of our craft are numerous, but it is surprising how few of these some druggists are apparently able to get along with. To do good work one must have good tools and plenty of them. Among the necessary implements are a prescription balance and a counter balance with a pair of ordinary scales for back room use; ten or a dozen graduates ranging in capacity from one

pint or 500 Cc. down to a two drachm minim measure; a half dozen mortars of various sizes, No. 7 to No. 2 Wedgewood and a couple of glass or porcelain mortars for liquids; spatulas and glass rods, a dozen each, the spatulas of different length and degrees of stiffness to suit their use; glass rods of six and twelve inch lengths are satisfactory; funnels from one quart to two ounces in glass and copper, about ten; a graduated tile for pills and ointments, evaporating dishes, pipettes and droppers, spirit lamp, Bunsen burner, retort stand and a flask, pill roller and tablet machine. With the implements named any druggist should possess a sufficiently satisfactory assortment, with the uses of which we are all familiar.

It is not my intention to say much about the uses of the apparatus named, but I desire to point out additional tools and suggest ideas which may prove useful.

A corkscrew needs no explanation, but a wire skewer, such as butchers use in skewering roasts, etc., will be found helpful in getting out flat corks from wide mouth bottles without punching a hole entirely through the cork and thus endangering the contents of the bottle. A jack-knife, a three-cornered file and a couple of pair of scissors find varied uses.

Talcum powder cans with shaker tops make excellent containers for lycopodium, starch or flour for use in dusting pills or suppositories.

For weighing semisolids, such as balsam of Peru, ichthyol, etc., two can covers from antiphlogistine or scale salt cans of equal weight make good scale pans to use instead of a sheet of powder paper, it being often difficult to avoid spilling and smearing with the use of paper.

One or more pieces of heavy glass can be used for ointment slabs, also for covering a prescription or book when open, to prevent spattering or the blowing away and losing of the paper or page to be consulted.

Suitable bottles for manufacturing graduated to 250, 500, 1,000, 2,000 and 4,000 Cc., are convenient and useful, as they save graduates from excessive use. I have found Phillip's phosphomuriate of quinine and the same firm's milk of magnesia bottles to be very useful for this purpose. Fairchild's essence of pepsin bottles are useful for quantities up to 2,000 Cc.

Making a good job of a lot of cachets is easy work with the aid of a couple of small wide mouth salt or extract bottles, the lips being wetted by a camel hair brush and water or a piece of well moistened blotting paper, and the bottle then pressed down on the cachet or konseal. A tin grater, such as is used for grating horseradish, will be found useful for grating hard castile soap; as well as cacao butter for suppository use.

Corrugated paper from packing cases is serviceable when put on the shelves where oil, glycerin or syrup bottles are kept.

The case of a can of castor oil or glycerin with two holes cut into the side, where the hands may be inserted to lift the case, makes a good stool or stand and saves climbing upon chairs, which sometimes fall over as one gets off. A box with two sides taken off, braced, and pierced with sufficiently wide holes, makes a safe stand for funnels or a percolator, with slight chance of its falling over.

This about concludes the additional tools with the exception of a device made from the patent top of a magnesia bottle, which will securely hold one or two towels and not tear holes in them. In dispensing or manufacturing many little helps of this kind might be named.

For shelf bottles containing liquids like simple elixir, Stokes' expectorant, tincture of vanilla, etc., that are apt to crystallize and hold the stopper fast, smear the sides of the stopper with a small quantity of petrolatum. It being odorless, tasteless and quite insoluble, petrolatum is harmless for this purpose and will obviate trouble from stoppers that are prone to adhere too tenaciously.

When making an ointment that is to contain mercurial salts use a slab, and incorporate with the solid ingredient a few drops of almond or olive oil with a spatula to reduce any lumps to a perfectly smooth condition, and so insure a satisfactory finished product.

In the preparation of suppositories it is sometimes difficult to get a good mass of the right consistence. The trouble can be overcome by the use of a small quantity of hydrous wool fat. Wool fat is also a good excipient for pills that are intended to pass unchanged from the stomach into the intestines. Again, in ointments where ichthyol is used with lanolin I find that a small quantity of petrolatum will give good results.

Capsules are largely used at the present, yet I have wondered many times how it is that in making them up one so seldom sees the empty capsules counted out first, after having determined what size to use. If the empty capsules are first selected and counted the liability to soil those in the container by contact with powder or other matter on the fingers is obviated, to say nothing of the necessity of counting the capsules two or three times.

How easy it is to mark upon the prescription the size of capsule, kind of paper used and manufacturer's name, as well as to indicate whether or not a salt was reduced to powder before dis-

The increase in the sales of

WILSON'S

FLY PADS

for 1910 was larger than the whole output of 1906.

My advertising expenditure for 1911 will be 1-3 greater than ever before.

Archdale Wilson

Hamilton Ontario

Douglas & Ratcliff

Limited

"The Paper Men"

TORONTO, - ONT.

Toilet Paper

Soda Straws

Sea Island Twine

Drug Paper

Seidlitz Powder Papers

SERVICE, OUR STRONG POINT.

Kerr's Butter Scotch

has no equal

Kerr's Scotch Caramels

are the talk of the town

Kerr's "Stop yer tickling" **Cough Drops**

are beyond comparison

Order From Your Wholesaler TO-DAY.

Why YOU should Feature

WONDER-SHINE

We are telling your customers about **WONDER-SHINE**—the new silver cleaner.

We are making **WONDER-SHINE** popular—and popular goods mean quick sales and good profits.

$10,000 is being spent in advertising this speciality.

Striking posters on the billboards show what **WONDER-SHINE** will do.

Carefully-planned advertisements in the daily press tell all about the **WONDER-SHINE** way of cleaning silver.

How **WONDER-SHINE** cleans without rubbing—without dust, muss or hard work.

Make **WONDER-SHINE** a leader with you.

Every sale means splendid profits and delighted permanent customers



WONDER-SHINE is guaranteed by the manufacturers absolutely non-injurious to silver, gold, hands or clothing. It contains no acids.

Each three-dozen case contains three attractive display boxes. Place one box in the window and keep one always on the counter.

Price $2.00 per dozen. Send us a trial order for three-dozen to-day.

HOUSEHOLD CONVENIENCE CO., Limited, Toronto, Ontario

Agents for Quebec and Maritime Provinces
NATIONAL DRUG & CHEMICAL CO.
Montreal, Halifax and St. John, N.B.

Agent for Manitoba and Saskatchewan
DAW & WYSSMAN CO.
67 Merchants' Bank Bldg., Winnipeg.

Agents for Alberta and British Columbia
DONNELLY, WATSON & BROWN, LTD.
Calgary, Alberta.

(C 23)

PAP SAG

Tablets

DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal

Be Able to Fill Orders for

PINEX

The Big Selling Cough Remedy

This is one of the heavy sellers in the U. S. Now manufactured in Canada.

This remedy was designed by a Pharmaceutical Chemist to take the place of a thousand and one home-made cough remedies, upon which the druggist makes little or no profit.

These people are being educated to buy Pinex (50c) getting a better remedy, and paying the druggist a good profit.

Pinex has brought to the druggist a big volume of new business from people who would not buy an ordinary cough remedy.

It is a clean, meritorious pine-tar preparation. A quick repeater.

You can stock it safely. **The sale is guaranteed. Unsold bottles returnable at any time.**

Order a few bottles from any jobber. $4.25 per dozen. Retails at 50c.

The Pinex Co., - Toronto, Can.

pensing! A note of this kind tells what was done, and saves a lot of explanation.

We have all seen occasions when, with two or more prescriptions, there were boxes (pill or powder) of the same size required. It is a simple thing to inscribe the number of the prescription on the bottom of the box, either on the inside or the outside, and so insure the use of the right cover for the container. Numbering the back of an ordinary label is sometimes serviceable when the front is entirely effaced. New labels should be used on renewals.

When more than one prescription is presented and one is for a liniment, I find quarter-pound fluidextract bottles very convenient for use. They are usually of amber-colored glass and of a different shape from the bottles in general use by pharmacists for prescription work. On this account they are distinctive, and it is impossible for them to be taken for an internal medicine container.

Corks are an expensive item, and when about to fill a bottle with a liquid it is well to first take the bottle, fit a dry cork to it and so insure the use of only one cork and avoid soiled corks being put back into the drawer with the clean ones.

Keeping a daily record of prescription work is an excellent plan to follow. Some use a book, but I prefer the use of a pad tacked upon the prescription desk. The individual sheets are preserved and are occasionally useful in looking up prescriptions that have been lost or destroyed and which the customer may wish renewed. The prescription finished, wrap it up in keeping with the skill required to prepare it. Use paper of proper size and color.

Lastly, when the prescriptions are put away for preservation, a book or a filing system should be used to preserve them indefinitely.

COLOR SCHEMES FOR SHOW CARDS.

Every card writer should know something about the advertising value of colors, says an Exchange. For instance, he should know how to blend colors and know what colors to use in displays and sign cards. Better counter displays, more attractive window trims and greater effectiveness in store cards can be produced when you know what colors attract and hold the attention.

All people are familiar with the common white cards lettered in black, and consequently they seldom pay any attention to these, especially where they are used all the time. Careful and long-continued experiments by experienced card writers and window trimmers prove that red has the greatest attention value, green next and black third.

Red and blue are primary colors, yellow making the third, and with a little careful attention most any shade can be obtained by mixing these colors. Memorize the three colors—red, green and black—which have the greatest attention value, and make use of the knowledge in your window trims and store cards.

Red and green are always effective colors in combination, and these colors are much employed by nature in the shading of flowers, berries, etc. In showing the attention value of colors you have a sure guide in making your signs and price cards effective so they will call the attention of the passer-by. Attention to these little things often make them drop in to see what you have to offer, and eventually may lead up to a sale. This, of course, is the main object in putting out cards and prices where they will attract attention.

Important and unusual announcements you would do well to letter in red, less worthy news in green, and the every day store facts in black. If you follow this rule the trade will soon know that anything lettered in red means very important.

To give store and windows variety or additional attention use the three primary colors, red, blue and yellow, in combination.

Yellow letters on a green ground, and red letters on a yellow ground, are strong attention color combinations. By specifying these attention colors when ordering cardboard or other paper for advertising matter, such as hand bills, posters, etc., will cost slightly more, but will save many circulars from the waste basket.

The color of store fronts will sometimes cause people to turn their backs to them, although it might be a hard proposition to make a merchant believe this.

Several years ago, according to a recent trade paper, a merchant in Pennsylvania complained to a salesman that the women of the town seemed to avoid his store, yet it was popular enough with the men.

"There's something wrong with me," he said. "Can't you tell me what keeps the women away?"

The salesman already thought he knew, but took an hour of his time between trains and went around investigating. He found that the merchant was well liked and highly respected, but his store front was a laughing stock among the women. It was a screaming mixture of colors which gave them the horrors, and consequently they avoided the store whenever possible. On his return, the salesman said: "The trouble isn't with you. It's that store front. It scares women away. Repaint it green with white trimming." The merchant was skeptical but took the advice

Six months later when the salesman revisited the town, calling on the same merchant, he counted eighteen shoppers in the store.

"I guess you were right about that store front," said the merchant. "I am getting my full share of trade now ; but who would have thought that paint could do so much for a business?" Success comes by attention to small things. Don't overlook the value of colors in building a business.

A CAMPAIGN OF SURGICAL DRESSING.

As is well known to most retail pharmacists, Parke, Davis & Co., during the past year or so have been developing a line of medicated gauzes and tapes. The list numbers six—all live ones. Now the company proposes to exploit them. The merits of the dressing will be set forth in page spaces in Canadian medical journals. They will be told to physicians by word of mouth by a staff of "detail" representatives. They will be the basis of an extensive mailing campaign. The vast promoting machinery of the company, in a word, will be set in motion to the end that Surgical Dressing (P. D. & Co.) shall be known to the physicians of Canada. All this, we understand, is to take place in the near future. Pharmacists ought to take note of this and provide at least a modest stock of the gauzes and tapes. The list, which embraces Chloretone Gauze, Formidine Gauze, Formidine Tape, Adrenalin Tape, Plain Tape and Anesthone Tape, is adequately described in the advertising section of this issue of this journal.

AN AGE OF WONDROUS CHANGES.

A wonderful age is this in which we live. A seething world of amazing transformations. Everything is in rapid motion, and that which cannot change is cut down and cast out, says a contemporary.

The automobile appears, and in a few short years it is perfected, and a half million dart across our highways. After centuries of effort we conquer the air and prepare to fill the heavens with things of flight. We project our messages through the ether, and are preparing to send our voices under the oceans. Old machines of all kinds give place to the new and improved, which do their work with a skill and accuracy that is marvellous and which seem little short of human intelligence and ingenuity.

Old politicians, with their outworn theories of making the rich and powerful still more rich and much more powerful, are giving away to the new statesmen who are filled with the divine idea of The Greatest Good for the Greatest Number.

The schools and colleges are putting into the depths of dark closets their outworn books of dead languages and useless educational lumber, and are teaching the live vital knowledge of the day—how to preserve the health, how to think straight, how to conduct business, how to profitably employ our leisure time.

Yes, everything is moving—Fashions, customs, ideas, thought and habits.

Do you ever stop to realize this ?

Do you ever reflect that in the domain of your business everything is moving, too ?

It is !

And if you do not move with it you will be stranded by the receding tide. You will be left high and dry upon the flats, there to dry up gradually because deprived of the life-giving business current.

You can't stand still in this age of wondrous change. You must "keep a movin'." Read your trade paper carefully, and it will keep you posted on the continual little moves you must make.

AN ESTABLISHED COLLEGE OF REPUTE.

Established in 1822, the Philadelphia College of Pharmacy has always been looked upon as a leading Pharmaceutical Institution, and its graduates have earned for themselves a distinction in the lines of Pharmacy generally.

Since its establishment we are informed that nearly 19,000 persons have matriculated as students, and nearly 6,000 persons have graduated, a showing which any teaching institution may well be proud of.

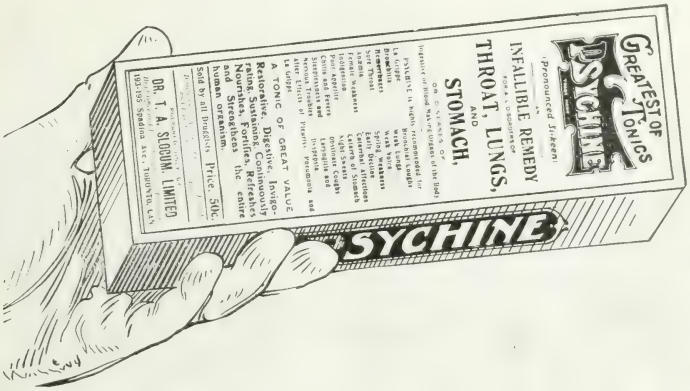
An interesting feature in connection with the course of instruction with this College are the special lectures which are held during the term, these being delivered each Friday afternoon, and are on subjects both of value and interest to Pharmacists, etc.

The curriculum embraces practically everything which can be of service to the pharmacist, and besides the usual subjects taught, this College takes up commercial training, physical education, and a pure food and drug course.

Drug clerks as well as principals can not be too well informed in these days of scientific progress, and it should be the aim of all Colleges of Pharmacy to fully equip their students for the practical carrying out of their chosen sphere of labor.

Creosotal may be emulsified by adding to it an equal weight of acacia and thoroughly incorporating and then adding water drop by drop and triturating until an emulsion results. This is subject to dilution by admixture.

"Are You Handling Psychine at Full Price?"



Get in line and back up your argument in favor of price restrictive goods to-day, by signing our contract plan.

Allow us to introduce to you our travellers who will call on you personally and explain more fully our contract plan.

NAME	TERRITORY
W. J. FYLE, - -	Western Canada
D. M. PORTEOUS, -	Ontario
C. A. McINTOSH, -	Ontario
J. AMIRAUX, - -	Quebec
J. T. NORTON, - -	Maritime Provinces

We have increased our Newspaper advertising and also our Booklet advertising. Be sure that your stock of Psychine is ample to supply the increasing demand.

DR. T. A. SLOCUM, LIMITED

J. J. McL



FRONT VIEW

THE NEW

A SODA FOUNTAIN especially designed to embody the principal features of our more costly

The workboard is lined throughout with heavy German Silver, and by the illustration ab

An Ice Cream Cabinet splendidly insulated with thick cork board, and containing a 20 q and a chipped Ice Compartment; a Sink having two liberal drain boards and providing for a wate includes a cutting board, lemon drawer, and a refuse bin. The Counter is finished in either Oak

In addition to the workboard being a most convenient and practical lay out the Fountai most modern double stream Soda Draught Arms (which enables two operators to work from one your municipal water supply, and in that way a supply of ice water is always at command.

The Column is surmounted with a magnificent Mosaic Globe with Grecian scroll desig Column mountings is quite a new departure in Soda Fountain designing, and places our "New Ma

J. J. McLaughlin Limite

UGHLIN



View of Interior

ATTAWAN

ret to sell at a moderate price.

ice includes the following :

iron storage can; a Soda Cooling section fitted with removable top which holds 8 syrup bottles be connected to a tap which may be placed above the sink if so desired. The workboard also any, as desired, and has a white Italian marble top.

s a most handsome one, with its massive Mexican Onyx draught column fitted with two of the rbonator at the same time) and a draught arm in the centre which can be connected direct to

e electric lamp is lighted within it presents a very beautiful appearance. This style of Draught leading rank of medium priced Fountains.

- - Toronto, Ont.

ROBERT GIBSON & SONS

LIMITED

MANCHESTER and LONDON--Eng.

MEDICATED AND HIGH CLASS **LOZENGES**

— OUR —

BOILED SUGARS

Appreciated by everybody, and to be found all over the world.

CHOCOLATE WORM CAKES

A dainty and effectual Medicine

Put up in 1-gross ½-gross and ¼-gross beautifully decorated Tins.



JUJUBES AND PASTILLES

GLYCERINE
GLYCERINE and BLACK CURRANT
MENTHOL and EUCALYPTUS,
BLACK COUGH,
A.B.C. PASTILLES,
&c.

Manufactory—Carlton Works, Hulme MANCHESTER

London Address 4 NEW ZEALAND AVENUE, BARBICAN, LONDON, E.C.

Keep your stock of Frosst's Soluble Elastic Capsules in good shape. They are being freely prescribed by physicians and becoming more popular among the profession every day.

Charles E. Frosst & Co. **Montreal**

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

Gummed Labels
4,000 for $1.00
1,000 Shipping Labels, 2x3 in., $1.00
Larger sizes proportionately cheap
Good Business Cards, $1.90 per 1,000
National Card & Label Co.
55 McGraw Building, Detroit, Mich.

PROFITABLE SIDE LINES
SEND FOR OUR 800 PAGE CATALOGUE
The OSKAMP-NOLTING Co.
411-413-415 Elm St.
CINCINNATI, OHIO

MOUTH WASHES, ETC.

The following formulas for mouth washes and Dentifrices are taken from the National Druggist, being contributed by Hermann Prinz, M.D., D.D. S., of the University Dental School, St. Louis, Mo.:

Miller's Mouth Washes.

1.

Thymol	1 part.
Benzoic acid	12 parts.
Tincture of eucalyptus	60 parts.
Alcohol	400 parts.
Oil of peppermint	3 parts.

2.

Benzoic acid	60 parts.
Tincture of rhatany	260 parts.
Oil of peppermint	15 parts.
Alcohol, enough to make	2,000 parts.

Antiseptic Mouth Wash.

Boric acid	25 parts.
Benzoic acid	1 part.
Thymol	3 parts.
Menthol	6 parts.
Eucalyptol	5 parts.
Oil of wintergreen	5 parts.
Alcohol	250 parts.
Glycerin	100 parts.
Water, enough to make	1,000 parts.

Dissolve the oil of wintergreen, eucalyptol, thymol, menthol and benzoic acid in the alcohol; mix the glycerin and the water, and add the boric acid; mix the two solutions, add 20 parts of talc, shake occasionally, and let stand for four days. Filter through paper.

The above solution reacts slightly acid. The quantities of benzoic and boric acid, as represented in the formula, have absolutely no ill effect on the tooth structure or on the mucous membrane. If an alkaline mouth wash is desired, the following solution will answer the purpose.

Alkaline Mouth Wash.

Sodium bicarbonate	30 parts.
Sodium benzoate	20 parts.
Sodium borate	50 parts.
Menthol	6 parts.
Eucalyptol	3 parts.
Alcohol	100 parts.
Glycerin	200 parts.
Water, enough to make	1,000 parts.

OTHER PREPARATIONS.

Anatherin Dentifrice.

Red sandal wood	20 parts.
Guaiac wood	10 parts.
Myrrh	25 parts.
Cloves	15 parts.
Cinnamon	5 parts.
Oil of cinnamon	1 part.
Oil of cloves	1 part.
Alcohol	1,500 parts.
Water	750 parts.

Eau de Botot

Star anise seed	25 parts.
Cinnamon, Ceylon	25 parts.
Cloves	25 parts.
Cochineal	10 parts.
Potassium bitartrate	5 parts.
Tannic acid	5 parts.
Balsam of Peru	5 parts.
Oil of peppermint	10 parts.
Alcohol, diluted	1,000 parts.

Resorcinol Mouth Wash.

Boric acid	5 parts.
Sodium borate	13 parts.
Resorcinol	18 parts.
Eau de cologne	200 parts.
Water, enough to make	500 parts.

Hydrogen Dioxide Mouth Washes.

1

Resorcinol	50 parts.
Zinc chloride	0.3 part.
Menthol	5 parts.
Thymol	2 parts.
Eucalyptol	½ part.
Camphor	½ part.
Oil of wintergreen	½ part.
Alcohol	250 parts.
Solution hydrogen dioxide	200 parts.
Water, enough to make	1,600 parts.

2

Thymol	0.5 part.
Menthol	0.5 part.
Saccharin	0.5 part.
Alcohol	70 parts.
Hydrogen dioxide solution	120 parts.

Saccharin Mouth Washes.

Saccharin	0.5 parts.
Sodium borate	4 parts.
Alcohol	50 parts.
Water	50 parts.
Tincture of cochineal	½ part.
Oil of peppermint	1 part.

Chinosol Mouth Wash.

Chinosol	1 part.
Oil of peppermint	1 part.
Water	40 parts.
Alcohol	60 parts.

Thymol Mouth Wash.

Thymol	15 parts.
Benzoic acid	100 parts.
Eucalyptol	30 parts.
Oil of peppermint	5 parts.
Oil of cloves	1 part.
Oil of sage	1 part.
Cumarin	½ part.
Alcohol, enough to make	1,000 parts.

Color with tincture of saffron.

Saponaceous Mouth Wash.

White castile soap	25 parts.
Glycerin	100 parts.
Water	600 parts.
Alcohol	400 parts.
Oil of cloves	10 parts.
Oil of peppermint	15 parts.
Oil of wintergreen	25 parts.
Oil of cassia	10 parts.

Color with tincture of cochineal.



The gum that is good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

DERMATOLOGICAL FORMULAS.

The following dermatological formulas are taken from the Chemist and Druggist, being a translation from The Journal de Pharmacie d'Anvers. They are formulas used by Dr. Paul Francois of the Nettebohn Skin Hospital.

Acid Mercurial Lotion.

Corrosive sublimate	Gm. 0.2
Glacial acetic acid	Gm. 1
Tincture of benzoin	Gm. 5
Alcohol (94 per cent.)	Gm. 20
Distilled water	Gm. 70

Sulphur Lotion (Vital).

Precipitated sulphur	Gm. 10
Spirit of camphor	Gm. 20
Glycerin	Gm. 5
Rose water	Gm. 50
Distilled water	Gm. 50

Stimulating Lotion (St. Louis).

Solution of ammonia	Gm. 40
Oil of turpentine	Gm. 123
Spirit of camphor	Gm. 837

Cosmetic Lotion (Rosee du Harem).

Glycerin	Cc. 80
Rose water	Cc. 20
Cherry laurel water	Cc. 200

Exfoliating Lotion (Darier).

Pure resorcin	Gm. 10
Precipitated sulphur	Gm. 10
Spirituous solution of soft soap (1 in 5	Gm. 40

Lait d'Iris.

Spermaceti	Gm. 3
White wax	Gm. 3
Castile soap	Gm. 3
Almonds (blanched)	Gm. 40
Distilled water	Gm. 100
Rose water	Gm. 100
Cherry laurel water	Gm. 50
Salicylic acid	Gm. 0.1
Oil of vervain	Gm. 0.5
Alcohol (90 per cent.)	Cc. 50

Barege Bath Salt.

Sodium monosulphide	Gm. 60
Sodium chloride	Gm. 60
Sodium carbonate, dry	Gm. 30

Before use dissolve this quantity in a litre of water, and add to the water of the bath.

Aromatic Alkaline Bath Salt.

(Bain de Pennes).

Potassium bromide	Gm. 1
Calcium carbonate	Gm. 1
Sodium carbonate	Gm. 300
Sodium phosphate	Gm. 8
Sodium sulphate	Gm. 5
Aluminum sulphate	Gm. 1
Iron sulphate	Gm. 3
Oil of lavender	Gm. 1
Oil of rosemary	Gm. 1
Oil of thyme	Gm. 1

This quantity for each packet, one of which is sufficient for a bath.

Aromatic Vegetable Bath.

Lime tree flowers	Gm. 500
Chamomile flowers	Gm. 500
Elder flowers	Gm. 500

Boil in sufficient water and strain into the water for the bath.

Artificial Sea Salt.

Sea salt	Kl. 8
Sodium sulphate	Gm. 3,500
Calcium chloride	Gm. 700
Magnesium chloride	Gm. 2,950

For a bath of 300 litres.

Pommade aux Essences (Lucas-Championniere).

Sodium naphtholate	Gm. 0.30
Oil of thyme	Gtt. 15
Oil of rose geranium	Gtt. 15
Oil of vervain	Gtt. 15
Simple ointment	Gm. 100

Oil of Cade Bath.

Oil of Cade	Gm. 50
Yolk of one egg.	
Fluid extract of quillaja	Gm. 10
Water to make	Gm. 250

This emulsion is mixed with a little of the hot water and well shaken before adding to the bulk of the water for the bath.

Skin Color Powder (Unna).

Rice starch	Gm. 40
Zinc oxide	Gm. 25
Magnesium carbonate	Gm. 20
Calcium carbonate (light)	Gm. 15
Eosine solution (1 per cent.)	Gm. 10

Boricine.

Boric acid.
Powdered borax, equal parts.

Boro Salicylate Powder.

Boric acid	Gm. 10
Salicylic acid	Gm. 5
Powdered borax	Gm. 10

Peru-Storax Pomade.

B naphthol	Gm. 3 to 5
Balsam of Peru	Gm. 15
Liquid storax	Gm. 20
Prepared Chalk	Gm. 20
Petrolatum	Gm. 40

Ointment of Oil of Cade.

1 Pyrogallic acid	Gm. 1
2 Precipitated sulphur	Gm. 1
3 Turbith mineral (basic mercury sulphate)	Gm. 1
4 Resorcin	Gm. 1
5 Oil of Cade	Gm. 10
6 Acetone	Gtt. 10
7 Terpinol	Gm. 6
8 Oil of melissa	Gm. 4
9 Lanolin	Gm. 16
10 Yellow wax	Gm. 4

Mix separately 1, 2, 3, and 4 to form A ; 5 and 6 to form B ; 7 and 8 to form C.; 9 and 10 to form D. Then mix B and C, add it to A, and lastly D.

You Ought to be Handling Neilson's Chocolates

We confine the sale of Neilson's Chocolates to the leading Druggists—to a few in the big cities—and to one in the smaller towns.

Here's an advertisement that is selling Neilson's Chocolates for several hundred druggists all over Canada.



EACH one of Neilson's Chocolates is dipped *individually*. Each cream, fruit or nut center is enclosed in a thick jacket of the richest, most toothsome chocolate you ever tasted.

Each chocolate *comes to you* ABSOLUTELY FAULTLESS in quality and appearance.

There is no such thing as a *stale* Neilson Chocolate.

Just get a box and test them—see for yourself that they are different in every way, *and better* than you ever thought chocolates could be.

If your dealer does not have Neilson's, send 80c. for pound box of assorted chocolates. We'll send you your money's worth. 10

WM. NEILSON LIMITED, - - - - - TORONTO.

Neilson's give you something exclusive—something that no other dealer in your neighborhood can offer and something on which you make a good, steady profit.

We give you not only the finest Chocolates made in this or any other country—but also the very best advertising to sell these Chocolates for you.

. . Write Us About Them . .

WM. NEILSON LIMITED - TORONTO

Made to Eat, Not to Keep

Stuyler's World Famed Candies

Most acceptable gift to friends.

"A man is known by the candy he sends"

Connoisseurs have always preferred

Stuyler's Candies Cocoa Chocolates

to all others on account of their Purity and that real Chocolate Flavor being present in such a marked degree.

It Pays to be a Stuyler's Sales Agent

When near our store a glass of our unexcelled Chocolate Ice Cream Soda or a cup of our famous Hot Chocolate will refresh you.

Our Candies made on the Premises

130-132 Yonge St. Toronto, Ont.



METAL FURNITURE

Chairs, Tables, Fountain Stools, Combination and Tete-a-tete Sets.

Everything in this line to properly equip your store and provide your Trade with suitable accommodations.

Write for Prices and Catalog C

The Chicago Wire Chair Co.

122 Ontario St., Chicago, Ill.

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

HORLICK'S MALTED MILK

At All Fountains

Whether Cold or Hot, Horlick's Malted Milk is always a favorite beverage.

It is Delicious, Satisfying, Nourishing, and its value is appreciated by pleased customers.

No drink, whether hot or cold, is as good as it can be unless some Horlick's Malted Milk is in it.

Booklet, Direction Cards and Advertising matter sent to all fountains on request.

HORLICK'S MALTED MILK CO.

Racine, Wis.

GILMOUR BROS. & CO., Sole Agents, MONTREAL

The Name

Queen City

on a piece of Rubber Goods—or on the package—means something. It is

Our Guarantee

that the article is well made, of the best material, has been thoroughly tested and will give perfect satisfaction if properly used.

DIXON-WILSON, Limited.

66 Spadina Avenue . . TORONTO, ONT

THE MERCANTILE AGENCY

R. G. DUN & CO.

ESTABLISHED 1841

210 Offices (14 in Canada)

Rates of subscription quoted on application

MARCH IMPORT PROPAGANDA.

Dealers will recall from the previous years the hitting title adopted by the Fancy Goods Co., of Canada, Toronto, for a departure in import selling of holiday goods, dolls, toys and fancy goods. Many dealers took advantage of the opportunities the "March Import Propaganda" offered, and found that in their lines they had no trouble to sell the same goods in their home town at a good profit which previously their customers had to send for.

These merchants do not need any further convincing that the March import propaganda is in line with the most advanced business methods of this continent. The showing which will be complete on March 1st will be unique in this country. Thousands of new lines are to be shown, and the lots of specials offered mean a saving on the whole bill that many times covers the time and expense involved in the coming to Toronto. Besides there is the fact that dealers are able to sell at more than ordinary profit just such things as the big stores of the cities have made leaders of.

The Fancy Goods Company believe they have hold of this program by the right end, and they ask customers to make an early appointment, as only those arranging in advance can be attended to owing to the limitation of time.

In the Sporting Goods line it would be hard to find a more unique combination than that presented by the "Reach" and "Victor" goods. In the United States, athletic goods made by The A. J. Reach Co., hold a high place. They have a correctness of design and detail that invites purchase, and they possess a stamina that charms the player.

The "Victor" line is made largely in Canada, and where the "Reach" goods cannot compete in price, the Victor goods fill the bill. They present a fine creditable showing.

The line of "Victor" hammocks shown for summer is a select range of saleable patterns. The designs are exclusive, the dying is a special feature, and the values are such as will commend them to the dealer. "Victor" hammocks are made wholly in Canada.

The crowning of the King is sure to arouse keen interest in Canada. Some fine showy sheet and wall decorations and hangings in red, white and blue, with a fine portrait of King George V and Queen Mary are being shown. Special coronation flags have been prepared, and for rubber balls there is ready a fine new set of Coronation and Empire transfers. With such goods the dealer who secures the right lines for the right occasion and in good time should come out right side up.

Many go out for wool and come home shorn

THE STUDENT IN PHARMACY.

By E. G. Eberle, Ph. C., A. M. (Hon.) Professor of Theory and Practice of Pharmacy, Baylor University School of Pharmacy; Member Revision Committee United States Pharmacopoeia; Editor Southern Pharmaceutical Journal.

A treatise on pharmacy told in simple language and conversational style. Volume 1 covers the practical side of pharmacy and Galenical preparations and makes this a useful commentary to the Pharmacopoeia and National Formulary, a convenient review for the practical pharmacist, a ready reference for the student, and a valuable compend for those preparing to pass examinations before Boards of Pharmacy. There are included several hundred Board of Pharmacy Questions with Answers, quite a number of useful tables for the Drugstore and Prescription Department, such as are practical for stock-taking, percentage solutions, conversion tables, etc., also the Pure Food and Drug Act, after which most State enactments are copied.

The value of this book will be appreciated by every pharmacist, and should be in every drug store. The size, 6½ x 9½ inches, is convenient for a desk book, and has nearly 300 pages.

Taking into consideration that the Pharmacopoeia and National Formulary, as a whole, have been omitted for the reason that every druggist has these in his store, at least through the Dispensatory, it will be recognized that in this book much matter has been omitted which interferes with study and adds needless pages, on account of duplication, to many books of this character. In this volume the student will find that which is needful for his study of pharmacy and the practical pharmacist a guide, which explains the various manipulations in terse and simple language. The volume contains many illustrations, and the price is only $2.00. Send us your order now.

SALVARSAN.

We are in receipt of a copy of a book* written by two well-known pharmacists, W.H. Martindale and W. W. Westcott, dealing with the above named preparation which has been so praminently brought to the attention of pharmacists, and which bids fair to attain a leading place in the treatment of special diseases.

Salvarsan or "606" (Dioxy-Diamino-Arseno-Benzol Di-Hydrochloride) occurs in a bright yellow powder, which is slowly but completely soluble in water. It contains, we are told, "theroretically 34.15 per cent. of Arsenic," and according to recent trials, it has been proven superior to Atoxyl which heretofore has been successfully used in the treatment of syphilis.

Prof. Ehrlich, of Berlin, claims for himself and

*H. K. Lewis, Publisher, 136 Gower St., London, W.C. Price, 5 shillings net.

his co workers, Hata, of Tokio, and Berthein, a priority in the manufacture of "606."

This preparation is put up in glass tubes which are first evacuated and then filled with inert gas to prevent oxidation of the product. It is administered by injection in varying procedure, viz.: Intramuscular Injection, i. e., into the gluteal muscles. Subcutaneous Injection into the tissues adjoining bases of the shoulder blades.

Intravenous Injection, which is said to be painless, and Intravenous followed by Intramuscular Injection to prolong or intensify its action.

A suspension in Liquid Paraffin has also been used, injected into the gluteal muscles.

Ehrlich's formula for the solution for injection is, "0.5 to 0.1 gm. of "606" is mixed with ½ to 1 Cc. of Methyl Alcohol, dissolved in water with addition of 5 to 8 cc. of N-10 Na O.H. (or q. s. to saturation) and diluted to 25 or 30 cc. with water."

The book before us deals exhaustively with the origin, manufacture, and curative properties of this remedy, and is a complete treatise on its Chemistry, Pharmacy and Therapeutics.

It should be carefully studied with a view to a complete knowledge of this remedy, which, no doubt, will be largely prescribed.

ELM BARK AS A PRESERVATIVE FOR LARD*

Our Pharmacopoeia does not give a process for preserving lard, but there is an official preserved lard under the name of Benzoinated Lard. When a formula calls for lard, this, however, should hardly be used. Then it is for the Pharmacist to select a preservative for his lard which permits it to be mixed with any substance without causing changes due to the preservative or to the rancidity of the lard.

The market methods of preserving lard, as with salt, are not suitable for pharmaceutical purposes. A German method is to melt the fresh leaf and heat for some time with stirring, then adding anhydrous sodium sulphate and filtering while hot.

It has been known for a long time that elm bark has the properity of preventing rancidity of fatty substances, and the American Indians prepared bear fat by melting it with slippery elm bark in the proportion of about a drachm to a pound of fat. The fat so prepared remains sweet for a long time.

The principal constituent of elm bark seems to be mucilage.

I took some leaf of the hog and freed it as far as possible from membrane, then washed it with a stream of cold water, squeezing the pieces with the hands until all blood and soluble matter was washed out. After draining on a hair sieve, I heated it over a water bath with pieces of elm bark in the proportion two drachms to the pound until entirely free from water, which can be told by the transparency of the fluid or when bubbles cease to rise. I strained it into a dish and stirred it until congealed. This product I divided into several parts and exposed them to the atmosphere at different temperatures. Three weeks later I tested them for rancidity with Schiff's reagent and found all perfectly sweet. I then prepared an ointment of potassium iodide without any sodium carbonate and exposed this to the air for a week, and it was not discolored. I made a similar ointment with market lard and treated it in the same way, and it soon became discolored and rancid.

My experiments lead me to say that elm bark is the best preservative for lard, and the only explanation I can offer for the influence of the elm bark on the lard is that the albuminoids in the bark may act as a clarifying agent, and the gum as a dehydrating agent, Moisture is detrimental to lard, and the gum may remove the last traces.

* From [illegible] Mississippi College [illegible] by Richard [illegible]

WHO INVENTED BLOTTING PAPER.

No one knows. Blotting paper is mentioned by Rogers in his "History of Prices," as selling in England as far back as 1465. It was a gray, unsized paper. Sheets have been found between the leaves of manuscripts, where it has been left after using. Probably, like so many other "inventions"—envelopes and colored paper, for example—blotting paper was the result of a happy accident. Although blotting paper is not a new invention, it was comparatively little used before 1840. Sand was sprinkled on the written paper to absorb the ink, and old desks contain places where the sand casters or sand boxes were kept. Australian Cordial Maker.

THE A. PH. A. ELECTION.

The recent balloting by mail of the American Pharmaceutical Association resulted in the election of the following officers:

President, John G. Godding, of Boston; vice-presidents, Wilhelm Bodemann, of Chicago; Chas. M. Ford, of Denver; Ernest Bergér, of Tampa; members of the council, E. G. Eberle, of Dallas; James M. Good, of St. Louis, and George F. Payne, of Atlanta.

Where no money is spent there no grace is gained.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

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HOLIDAY FANCY GOODS

Source of Supply.

We are referring to those beautiful novelties that give so much delight at Christmas. Has the source of supply ever occured to you? Every single article has a history; every single novelty represents the efforts of some inventive brain; bright ideas in charming little gifts, luxurious goods, priced to match the spending inclination and ability of all.

They are on the Way

From over fifty different factories, for your consideration. We believe no buying centre in the kingdom presents so attractive and fair a field for selecting your Holiday Goods. Everything will be new—nothing to jar your most sanguine expectations.

Further announcements later.

Warwick Brothers & Rutter, Limited

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THE PROBLEM OF SHOW WINDOW LIGHTING.

There is probably no place about a store where there is more waste than in the illumination of the show windows. If the same loss occurred in the other departments, it would mean quick bankruptcy to thousands of merchants. In the average case a 30 to 50 per cent. loss is probably a conservative estimate. A surprising statement, but nevertheless true. This loss is either in wasted light or in the intensity of the window illumination.



As this item of store expense runs from a nominal sum, up to $5,000 per year by the largest companies, and as but few store windows are illuminated correctly, it is easy to realize that this waste in the aggregate is enormous. In many individual cases it is surprisingly large. It has not been entirely the merchant's fault, as window lighting has been one of his most difficult problems. Having no scientific engineering data to go by, a general "hit or miss" plan of installing any kind of a reflector he or the electrician thought would do, has been the vogue, and it is safe to say that a very small per centage by this method has been handled correctly.

While illuminating engineering has made great advances during the past few years, scientific talent has been directed somewhat tardily in this direction. Instead of wasting 30 to 50 per cent. of the illumination on the sidewalk, the ceiling and in the extreme top of the back of the window, this loss can now practically be eliminated and the light concentrated in the desired place. Reflectors of scientific design have recently been developed so that there is now no sized show window but what can be illuminated to best possible advantage, both from the standpoint of light efficiency and economy by one of the various types of these new window reflectors. In these days of constantly increasing cost of operating expenses in the conducting of business, it must be interesting for the merchant to realize that in this department at least better results can be obtained and at the same time at a very great saving.

The production of the Tungsten lamp (which as is known gives three times the illumination with the same amount of current as the carbon filament lamp) coupled with the scientific design of these very efficient reflectors which in the economy of handling the light, or in other words, the cutting off of the enormous waste by simply throwing practically all of the light paid for by the merchant just where it is required in his window, are the two factors which make this possible.

It is true that reflectors have been made for extremely high windows (12 feet or over) and for low windows, that handle the illumination economically. There has, however, been a great demand for an efficient reflector to handle the illumination of the average sized window to use with Tungsten lamps.

The most recent development along this line is a one-piece pure silver-plated reflector having great efficiency. The great demand by the merchant is for a reflector that will take the Tungsten lamp in pendant position and numerous inquiries have been made for an appliance of this kind. This reflector not only takes the lamp pendant, but it is so designed that it will handle the rays of the light correctly from 40, 60 and 100 watt Tungsten lamp. It is easily attached to the ceiling, an ordinary crow foot being used for this purpose, and is comparatively inexpensive.

As will be noticed by its shape, the window side of this reflector comes in at a slight angle, which cuts the rays of the light sharply at the lower window line, bringing the greater intensity of the illumination just where required throughout the window and decreasing in brilliancy at the upper part of the back trim. This was designed by Mr. J. R. Gravath, the well-known illuminating engineer. This, of course, is not expected to supersede other reflectors designed for high, or those for low windows, but for the averaged sized window, will undoubtedly meet with universal approval.

To avoid shadows the light must come from the front and the top of the window. If placed in the middle of the ceiling, goods shown in the front will be obscured by shadows. Strange to say, many merchants overlook this point. Therefore common sense and common practice have established the proper place for the lamps as the front and top of the window. Now, what are the essential conditions for efficiency ?

It is an easy matter to flood the window with light by placing enough lamps along the transom bar, but this sort of lighting does not mean efficiency. The same results (that is, the same illumination of the goods) can be accomplished with half the lamps or half the electricity. To use the light generated by the lamps efficiently so the merchant gets his money's worth in illumination is not a matter of guess work—it requires good illuminating engineering. The right lamps must be used and they must be equipped with reflectors that will direct all of the light where it is wanted in the window on the merchandise, instead of on the sidewalk outside or over the top of the window.

For example, in Fig. 1 is shown a cross section of a window 7 feet which is trimmed 7 feet high at the back. The lamps are placed 15 feet above the floor. This window is equipped with a cheap form of trough reflector that is now commonly used with tungsten lamps. This system of lighting is effective only because of the great number of lamps that can be placed per front foot of the window. In other words, results are obtained at an extravagant expense for current. The reason for this is that a large part of the light is not directed into the show window, but is directed into the street and over the top of the window. Too much light on the sidewalk detracts from the efficiency of the display. The darker the sidewalk, the stronger the brightly lighted window stands out. And there is no chance for the sidewalk to be too dark, as the reflected light from the window will illuminate it efficiently.

Fig. 2 shows a window of the same dimensions as Fig. 1, also equipped in an efficient manner. In this case, translucent or opal reflectors are used. These allow considerable light to pass through the reflector. This is an excellent characteristic for some kinds of lighting, but it is not adapted to the show window, where it is desired to concentrate all of the light on the goods.

Fig. 3 shows a window of the same dimensions as Figs. 1 and 2 but equipped with a reflector that is specially designed for lighting windows of this class. The distribution of light from this reflector, as shown by tests, is about as indicated in the diagram, and it will be seen that nearly all of the light is delivered on the merchandise. Furthermore, because of the efficiency of the reflecting surface used because of the correct size



Fig. 1—Distribution of light from 7-small old-fashioned type of trough reflector, with 300-watt Tungsten lamp.

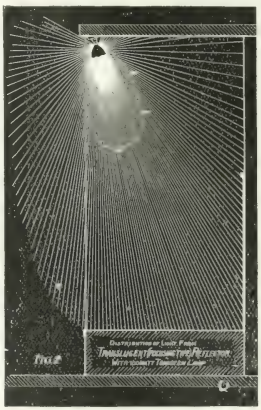


Fig. 2—Distribution of light from translucent glass reflector, with 500-watt Tungsten lamp.

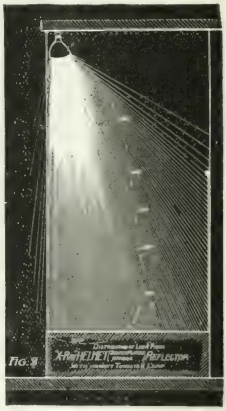


Fig. 3—Distribution of light from large pet bottle shaped opaque reflector, with 500-watt Tungsten lamp.

and design of the reflector, more than 800 maximum downward candle power is obtained, as against less than 300 candle power with the ordinary reflector using the same size lamp.

Of course in a window that has different dimensions from those shown in Figs. 1, 2 and 3, and the lamps are placed lower, a different reflector would be required, and for these purposes other reflectors have been designed. It is highly important to use the right reflector for the window.

The number of lamps per front foot of window, or the watts per foot required for perfect illumination, depends more or less upon the location of the window, whether it is on a brilliantly lighted street and in a city where a great deal of light is commonly used in show windows, or whether it is a town where only a limited amount of window lighting is the rule. For example, in a small country town, a single good reflector may

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MINARD'S LINIMENT

Paris Green Season 1911

Certain Death to the Potato Bug



Dear Sir,

Be good enough to allow us to book your requirements for pure Paris Green for the coming season.

The price will be guaranteed and it is to our mutual advantage to have these requisitions placed with us immediately.

For the season of 1910 it was only the parties who booked early that were sure of supplies, because, when the Potato Bug became rampant the market was quickly cleared of all stock and great inconvenience and loss was experienced by the dealers who had not arranged for their Paris Green.

We need scarcely say that the Canada Paint Company's Paris Green is absolutely the strongest and finest procurable. The packages are tight, all waste being avoided. Prompt shipment will be made upon the dates you indicate.

Yours truly,

The Canada Paint Co'y, Limited

Head Office and Works:

572 William St., Montreal

give better illumination of an 8-foot window than is common among other windows of the town. In large cities, many merchants consider that a window cannot be too brilliantly illuminated.

These aptly termed searchlight window reflectors, although on the market but a comparatively short time, are carried by the Canadian Electrical houses quite generally.

STORING PHARMACEUTICALS.

The carelessness exhibited by some pharmacists in storing their goods so that there will be no deterioration in medicinal properties nor loss through evaporation or other causes draws the following suggestions from the National Druggist:

That there are certain chemicals which are readily decomposed by the actinic rays, and that glassware which will not allow these rays to pass should be used for preserving such unstable chemicals, are facts well known to every druggist. No pharmacist would think of keeping solutions of silver salts, spirit of nitrous ether, and the salts of certain alkaloids, to mention only a few, in any but a dark place. However, the fact that by far the larger number of pharmaceutical preparations are gradually decomposed by light does not appear to be generally known. For example, we have seen fluid extract of ergot, which the manufacturer had carefully put up in protective glassware and wrappings, poured by the retail pharmacist into his white shelf bottle, there to undergo decomposition through the action of light, and disappoint the physician who prescribed the preparation.

The careful pharmacist will keep all his alkaloidal fluid extracts, tinctures, extracts and other galenical preparations in amber-colored containers. Theoretically, black glass would be the best, but this does not appear to be so commonly met with in the market as the amber-colored variety. It would be a good plan to have all shelfware made of dark amber-colored glass, and to keep substances which are not preserved in dark closets in bottles of this kind.

The conscientious pharmacist sees to it that he gets only the best articles that can be had; having done so, he should be equally careful to store them in such a way that they may retain their qualities.

MERCK'S INDEX.

Merck's Index, in German, has just come to hand, and will be found a useful guide for those who read German. An English edition will, we understand, be published at the end of next year.

SKIN CREAMS.

Glycerin Jelly.

"Brilliant" gelatin	1 oz.

Soak in

Triple orange-flower water	21 oz.

for twelve hours. Dissolve by the aid of heat and add

Glycerin	12 oz.
Glycerin of borax	12 oz.

and pour into bottles.

Witch-hazel Jelly.

Gelatin	2 dr.
Glycerin of starch	7 oz.
Boric acid	4 dr.
Distilled witch-hazel extract	9 oz.
Orange-flower water	1 oz.
Carbolic acid	20 min.
Oil of neroli	20 min.

Soak the gelatin for twelve hours in the orange flower water, then add the glycerin of starch and boric acid and heat till the gelatin has dissolved; then add the other ingredients.

Quince Cream.

Quince seeds	1½ dr.
Boric acid	½ dr.
Salicylic acid	20 gr.
Glycerin	1½ oz.
Eau de cologne	4 oz.
Water	1 oz.

Make a mucilage with the quince seed before adding the other ingredients.

Cydonian Cream.

Quince seed	3 dr.
Glycerin of starch	4 oz.
Boric Acid	8 gr.
Glycerin	4 oz.
Alcohol	6 oz.
Carbolic acid	20 min.
Eau de Cologne	½ oz.
Oil of lavender	40 min.
Water to make	32 oz.

Carragen Cream.

Mucilage of Irish moss (thick)	4 oz.
Glycerin	2 oz.
Distilled witch hazel	1 oz.
Eau de Cologne	1 oz.
Borax	½ dr.

Opal Cream.

Powdered tragacanth	2 dr.
Oil of rose geranium	15 min.
Alcohol	½ oz.
Glycerin	3 oz.
Water	6 oz.

Dissolve the oil of rose-geranium in the spirit and add to the tragacanth contained in a mortar; mix well, then add, all at once, the glycer in and water previously mixed, and stir until uniform.

Hazoma Cream

Powdered tragacanth	9 dr., 20 gr.
Glycerin	8 oz.
Alcohol	5 oz.
Tincture of benzoin	1 oz.
Oil of neroli	30 min.
Oil of bergamot	80 min.
Oil of geranium	80 min.

Distilled water..... ....48 oz.
Oil of sweet almonds..... .....2 oz.

Rub the tragacanth with the alcohol, add the tincture of benzoin, then the glycerin and the oils and lastly the water.

Glycerin Cream.

Starch powder..... .....6 dr.
Boric acid..... ....2 dr.
Carbolic acid..... ....½ dr.
Glycerin..... ....6 oz.
Distilled water..... ....14 oz.
Perfume to suit

Mix the starch powder with 1 ounce of water, add the rest of the water, and bring to the boil. Dissolve the boric and carbolic acids in glycerin, and add the starch mucilage. Lastly add perfume.

The above are taken from "The Chemist and Druggist," and are of the "Jelly Type." The following from the same source are those in which stearic acid is employed.

Chicago Cream.

Stearic Acid... ....240 gr.
Sodium carbonate..... ....155 gr.
Powdered borax..... .... 30 gr.
Glycerin..... ... . 1 oz.
Oil of ylang ylang..... .... 20 min.
Helitropin .... 5 gr.
Otto of rose..... .... 5 min.
Alcohol... .... 1 oz.
Water..... .... 8 oz.

Place the stearic acid, sodium, carbonate, borax, glycerin, and water in a water bath and heat until effervescence ceases. Remove from the source of heat and stir at intervals until the mixture begins to set. Then add the perfumes dissolved in the alcohol and beat up with an egg-whisk. If the mass is not smooth enough it should be beaten up again on the following day.

Hamamelis Cream.

Stearic acid..... ....2½ oz.
Sodium carbonate ....3 dr.
Glycerin..... ....3 dr.
Solution of hamamelis B. P..... ...12 oz.
Water to make..... ....25 oz.

Place the stearic acid in a water-bath, and when it is melted add the sodium carbonate and glycerin dissolved in 2 oz. hot water. Heat with constant stirring until effervescence ceases, remove from the source of heat, add water to make the product weigh 13 oz., and finally the solution of hamamelis. Str till smooth, heating a little as necessary, and beat to a foam in a warm mortar.

Stanislaus's Skin-cream.

Stearic acid..... ... .30 grams.
Oil of theobroma..... .... 5 grams.
Sodium carbonate..... ..... 20 grams.
Borax..... .... 5 grams.
Glycerin..... ....25 c.c.
Terpineol..... .... 2 c.c.
Oil of bitter almonds..... ..... 1 min.
Otto of rose..... .... 10 min.
Alcohol..... ....30 c.c.
Water..... .... 100 c.c.
Mucilage of tragacanth..... ..... 100 c.c.

Place the ingredients, except the perfumes and alcohol, in a water-bath and heat until effervescence ceases. Remove from the heat, and when the mixture begins to harden add the perfume dissolved in the alcohol and well mix. Allow it to harden, then warm and beat vigorously until a fluffy cream results.

Caldwell's Cream.

Stearic acid..... ....12 oz.
Glycerin ....12 oz.
Water..... ....24 oz.
Potassium carbonate..... .... 4 dr.
Borax..... ....1½ dr.
Powdered Tragacanth..... .... 4 dr.
Perfume..... ....q. s.

Place the glycerin in a water-bath, heat to 150 degrees F., and add the tragacanth previously rubbed with a little alcohol. Next add the stearic acid, continue the heat until the acid is melted and add the borax and potassium carbonate, dissolved in hot water. Stir until the mass begins to set, and add the perfume.

Peroxide Cream.

Stearic acid..... ....3 oz.
Sodium carbonate..... ....2½ dr.
Anhydrous wool-fat... ....4 dr.
Glycerin..... ... .3 oz.
Borax..... ....1 dr.
Solution of hydrogen peroxide..... 4 dr.
Water ....16 oz.
Perfume... ....q.s.

The hydrogen peroxide is added when the mass prepared as in the previous recipe, is setting.

Rolling Cream.

Stearic acid..... ....4 oz.
Glycerin..... ....4 oz.
Water..... ....16 oz.
Potassium carbonate..... ... .1 dr.
Boric acid..... ....½ oz.
Casein, soluble..... ....1 oz.
Powdered tragacanth..... ....15 gr.
China clay... ... .3 oz.
Carmine solution..... ....q. s.
Perfume..... ....q. s.

This is used as a massage cream.

These following are from various sources :

Violet Skin Cream.

Tragacanth..... ....4 dr.
Benzoic acid..... ....1 dr.
Sodium borate..... ....1 dr.
Water..... ....4 oz.
Orange flower water..... ....4 oz.
Glycerin..... ....8 oz.
Oil orris..... ....20 min.
Extract Jasmine..... ....4 dr.

Pot the tragacanth in a wide-mouthed bottle and add the water, leaving it standing for several days ; dissolve the acid and the borate in a mixture of the glycerin and orange flower water, and add this to the tragacanth mixture ; shake occasionally for several days, squeeze through flannel, stir in the oil and the extract, and put into tubes or jars, adding more water if necessary.

Mr. Retailer, You Are Losing Money

Every mail brings us letters enclosing cash for one or more bottles of **Dr. Marshall's Catarrh Snuff**, the writer stating that his druggist does not keep it in stock. **You ought to get this money and make the profit. You will if you order it in cartons and display it.**

Moreover, you will sell ten times what you do at present.

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The Liquid Line for 1911

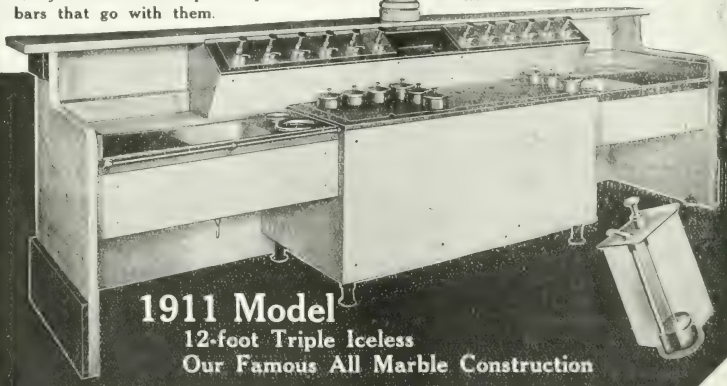
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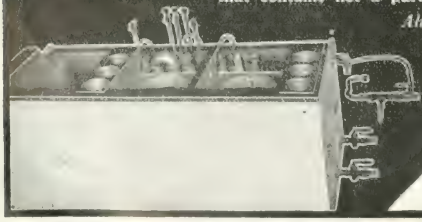


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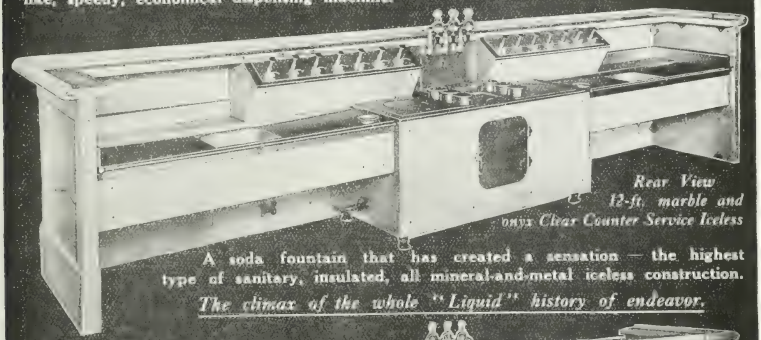
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MARKS A THIRD EPOCH IN SODA FOUNTAIN CONSTRUCTION — another evidence of

"Liquid" Leadership

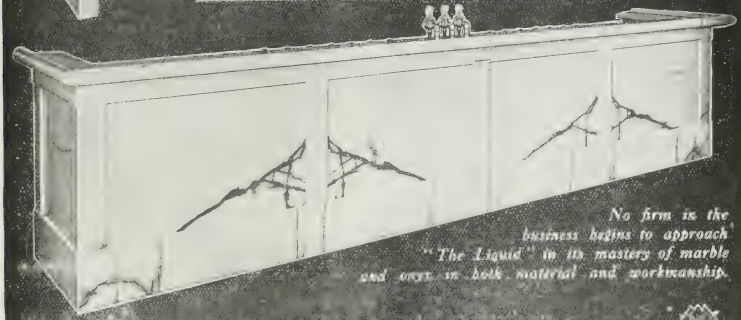
Solves once for all the problem of delivering cold sodas by eliminating the draft stand. Unobstructed counter — short, easy reach to serving slab — leader pipes fully iced and insulated — a beautiful, business-like, speedy, economical dispensing machine.



Rear View
12-ft. marble and onyx Clear Counter Service Iceless

A soda fountain that has created a sensation — the highest type of sanitary, insulated, all mineral-and-metal iceless construction.

The climax of the whole "Liquid" history of endeavor.

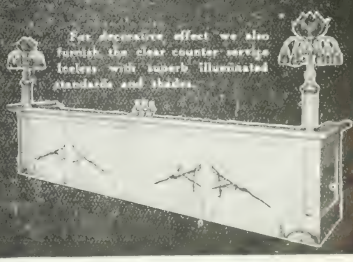


No firm in the business begins to approach "The Liquid" in its mastery of marble and onyx in both material and workmanship.

Let us tell you all about this new and better creation of

"The House of Better Things"

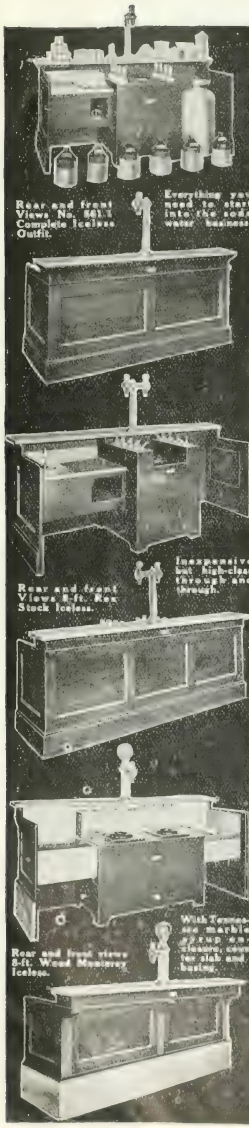
Fill out the coupon on the first page of this insert and mail to the nearest "Liquid" branch.



For decorative effect we also furnish the clear counter service Iceless with superb illuminated standards and shades.

"The Liquid" Carbonic Company

JACOB HAUR Pres. and Treas. CHICAGO New York Boston
Atlanta St. Louis Pittsburg Cincinnati Kansas City Milwaukee Dallas Minneapolis San Francisco



CRATED REA

A Few of Our Big Line of 1911

Our "Ready" line of highly perfected "Stock" machinery, in hundred-lots or larger, instead of one-by careful, personal attention could be given to every detail.

Install Your New Fountain Now

Get the benefit of the tremendous advertising advantage of being *first* with a new 1911 outfit.

Save yourself the worry and loss that is too often the lot of the man who waits too long.

Get a better built fountain at greatly reduced cost, and reduce your overhead expense.



"The Liquid" Carbonic Company

JACOB BAUR, Pres. and Treas.

CHICAGO, New York, Boston, Pittsburg, Cincinnati, Milwaukee, Minneapolis, Atlanta, St. Louis, Kansas City, Dallas, San Francisco

DY TO SHIP

Model "Stock Iceless" Fountains

outfits was built at greatly reduced cost, by special -one — the usual way — during the dull season, when Great variety of superb tops and bases to choose from.



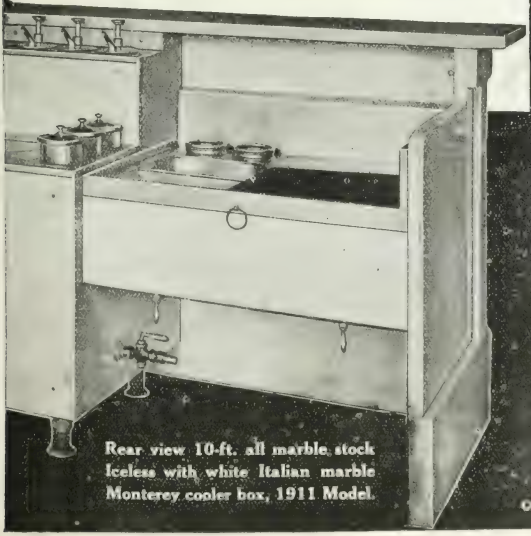
Study Our Spring-Dating Plan

It gives you the benefit of Winter dispensing, largely on our capital.

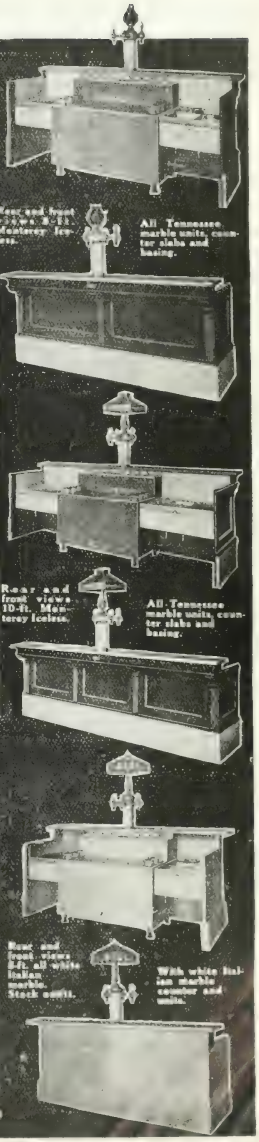
When the Spring rush begins you are ready for it; your men are expert in handling the fountain, and, like-as-not, the profits between now and Spring will pay for the whole outfit.

For full particulars, fill out coupon on front page of this insert.





Rear view 10-ft. all marble stock Iceless with white Italian marble Monterey cooler box, 1911 Model.



Rear and front views 7-ft. Monterey Iceless.

All Tennessee marble units, counter slabs and basing.

Rear and front views 10-ft. Monterey Iceless.

All Tennessee marble units, counter slabs and basing.

Rear and front views 7-ft. all white Italian marble. Stock units.

With white Italian marble counter and units.

DRUGGISTS' SUNDRIES. 1911

Our travelling salesman will call on you in the near future with a complete line of **Sundries** much larger than heretofore as we have added numerous new items. You will find them all exceptionally **good value**.

Import Orders

Also orders for **Immediate Delivery** will receive our careful attention.

LYMAN'S TALCUM POWDER

Crushed Rose and Crushed Violet.

Place your orders now for your season's supply. **They sell at sight.**

The Lyman Bros. & Co. Limited

Wholesale Druggists - - - - **TORONTO, ONT.**

HOWARDS' SODA MINT TABLETS

sell themselves

Being made of **Howards' Sodii Bicarb** their flavor is the finest on the market.



These elegant boxes free.

Ask your Jobber for them.

HOWARDS' & SONS, LIMITED - Stratford, Ilford, London. Eng.

Trade Notes

ALBERTA.

The drug business of A. N. Sanders, New Norway, Alberta, was destroyed by fire.

The Alberta Drug Co., Lacombe, Alta., suffered a loss by fire recently to the amount of $5,000.

N. Lindholm has started the construction of a new block at Jarrow, Alta., which is to contain a new drug store.

Mr. Pickup, formerly of the Cardston Drug Company, is the manager of the new drug store at Cardston, Alberta.

BRITISH COLUMBIA.

B. Aarsob has opened a new drug store at Cook & Fort Sts., Victoria, B.C.

C. Chittenden has opened a new drug and stationery store at Penticton, B.C.,

J. R. Darling has opened a new drug store on Main St. and 11th ave., Vancouver, B.C.

J. M. Fisher has purchased the Broadway and Scott St. branch of the Royal Drug Co., Vancouver, B.C.

Chappell & Slocum, druggists, of Vancouver, B. C., recently suffered a loss by fire of about $4,000, which was partly covered by insurance.

MANITOBA.

The Clement Drug Store at Brandon, Man., has removed to a larger store.

The drug business of M. C. Prust at Grand View, Man., was burned out recently.

Dr. A. Moir has purchased the drug and stationery business of A.F. Anderson, Kenton, Man.

Mr. Sinclair has purchased the drug business of J. M. Hargreaves, cor. McGee St. and Portage Avenue, Winnipeg, Man.

Linton & Thompson have purchased the drug business of J. A. Wellwood, Eden, Manitoba.

Maynes & Leanens, druggists, of Fox Warren, Manitoba, have dissolved partnership, Mr. G. N. Maynes continuing the business.

NEW BRUNSWICK.

G. W. Richardson has purchased the drug business of W. Hawker & Son, Centreville, N.B.

E. S. Auld has opened a drug store at Charlotte St., Sydney, N. S.

ONTARIO.

Roy Scott, druggist, of Port Stanley, Ontario, died recently.

Mr. H. W. Ralph, druggist at Dundas, Ontario, has sold his business.

The drug store of B. A. Legg, Toronto, was damaged by fire the first of January.

Dr. Dorval, druggist of Montreal, died recently.

W. A. Cole has taken over the Capital Pharmacy at Ottawa, Ont.

St. John & Ferguson have sold their drug business at Niagara, Ont.

Carter & White's drug store, Gowganda, was destroyed by fire on January 24th.

Gardiner & Pickard have purchased the drug business of H. O. Fleming, Windsor, Ont.

The drug store of E. L. Taylor, Gowganda, Ont., was destroyed by fire, January 24th.

G. Tamblyn, Ltd., has purchased the drug business of Andrew Jeffrey, corner Yonge and Carlton Sts., Toronto.

OBITUARY.

Mr. W. B. Sanders, Stayner, Ontario, one of the old time pharmacists of Ontario, died Jan. 4th, in his sixty fifth year. Mr. Sanders was one of the early members of the Council of the O. C. P., having represented his district for a number of years. He was a native of Nova Scotia, and first commenced the drug business in Barrie, and afterwards in Cookstown, and in 1869 opened a drug business in connection with Mr. Williamson in Stayner.

Mr. P. J. Donohue, druggist, of St. John, N. B., died January 1st. Mr. Donohue had been in business for twelve years in St. John.

Mr. I. H. Taylor, who for twenty-six years has been manager of the Canadian house of F. Stearns & Co., at Windsor, Ont., died Jan. 6th, aged 57 years. Mr. Taylor was born in the State of Ohio, and received his Pharmaceutical education at the University of Michigan, and after obtaining his diploma he entered the house of F. Stearns & Co., with whom he remained until his decease. Mr. Taylor was a man of sterling integrity, and a progressive man of business, who did much towards the splendid growth of business for his house in Canada.

The death is announced of Dr. Friedrich Englehorn, after a short illness. He passed away at Mannheim, Germany, aged 55. Dr. Englehorn was for many years a partner in the firm of C. F. Boehringer & Soehne, Waldhof-Mannheim, and since 1892, its sole proprietor. He will be greatly missed by all who knew him through the many visits he made to this country in the interests of his firm.

Mr. R. A. Chapman, Western representative of the Henry K. Wampole Co., Ltd., was killed in a railway accident at Macoun, Saskatchewan.

Mr. Chapman was on his way to Victoria, B. C., returning from spending his Christmas with his family in Toronto. He lived with his parents and children at 189 Ossington ave., Toronto.

PRICE PROTECTED.

At a meeting of the Toronto Drug Section held January 13th, the action of the Dr. T.A. Slocum Co., in adopting the price protected plan for the sale of their remedies was heartily endorsed, and a resolution passed requesting the section to urge on the members of the Toronto Drug Section a hearty co-operation with the Dr. Slocum Co. in the marketing of their goods on this plan.

The following officers were elected for the ensuing year :

Chairman, Mr. H. W. Worden ; 1st Vice, M. A. Thompson ; 2nd Vice, R. A. Greer ; Secretary, C. W. Harris ; Treasurer, J. W. Struthers. Chairmen of Committees—Formulary, G. M. Petrie ; Membership, John Hargreaves ; Contract Plan, A. E. Walton ; Trade Improvement, I. Curry ; Bowling, R. Tuthill ; Auditor, W. A. Ellis.

1911 DIARIES.

The Chemist and Druggist Diary for 1911 contains besides the interleaved diary pages and a whole volume of advertisements, many pages of valuable information for the retail druggist. Medical Electricity as a side-line is treated of, the new remedies of 1909-10, a comparison of the British, Italian and Belgian Pharmacopoeias, etc.

The Chemists' Annual and the Pharmacists' Diary and Year Book for 1911 includes in its pages additions to the Pharmaceutical Journal Formulary, a chapter on the preparation of compressed tablets and others dealing with Milk Analysis, the examination of Urine, and also Water Analysis, all of practical value to the pharmacist.

INTENSIVE MERCHANDISING.

One reads and hears so much about "Intensive farming" that a Toronto firm in a circular letter sent out by them entitled "Intensive Merchandising" contains some things that are worth consideration.

The advice given the farmer by the city man is abundant, and perhaps the best way to profit by the advice is not to follow it. This "Intensive Merchandising" story, however, is from the right source to its natural proper destination—the dealer. It deals with "Daintinesse" display stands for tooth brushes, combs, manicure requisities and shaving brushes, showing the dealer how he can sell more of the goods with less display room and less selling help.

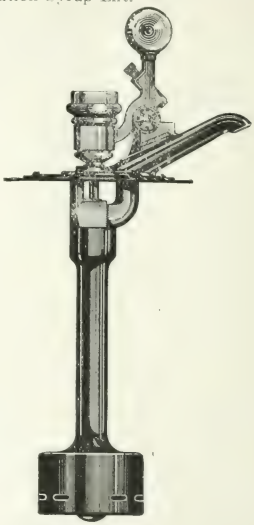
This "Intensive Merchandising" publication is just being issued by the Fancy Goods Co., of Canada, and for fall delivery these stands should bring record business.

Murder may be condoned but discourtesy never.

CONSTELLATION SYRUP LIFTS FOR SODA FOUNTAINS.

This is claimed to be the only perfect syrup lift on the market. It can readily be set to deliver from ¼ to 2½ ounces, perfectly simple and with the greatest speed and accuracy. It contains no springs or other delicate mechanism to get out of order.

The Fletcher Mfg. Co., Limited, being pioneers and originators of the syrup lift and the counter system of soda dispensing, feel justly proud in offering to the trade this very latest style of Constellation Syrup Lift.



Years ago they originated and constructed the old style, Automatic syrup pump or lift, with metal parts and springs to control the compression of the plunger ; they also found through long years of experience that, the metal coming in contact with the syrup continually, corroded quickly, and consequently the syrup became tainted and the metal parts continually got out of order.

They discarded this unsanitary method years ago and constructed the new lift with hard rubber parts which come in contact with the syrup, this being the modern sanitary and only satisfactory method on the market.

Success and complete satisfaction can be obtainable by using Fletcher's Patent Constellation syrup lifts.

OPERATION—Pull down lever, syrup delivered ; release, lift returns to position. It is simple, practical, durable.

View Post Cards

printed after your own potos by the Graphic Art Works

Markert & Sohn, Dresden-A.

Our Specialities are:
Platintype, Double-Collotype, Double-Tone, Colored Collotype, Handtinted. Albums and Booklets.

Wholesalers and Publishers please apply for free samples and prices.

Specially Suitable for the Canadian Climate



Lait-Larola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Winds and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion.

It Will Keep the Skin in a Perfect Condition during the Coldest Winter

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: **M. BEETHAM & SON**, Cheltenham, England
(Through Any of the Wholesale Houses)

Illustrated Post Cards

Brown, Black and Colored
Birthday, Comic, Etc.

Please send five dollars for the newest and finest German novelties at wholesale rates.

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HAMBURG

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Its Superior Quality will prove to you the reason why

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is being used by those who get

The Best Results

Ten Cents and the "AGFA" Ticket will bring to you a book that will help you make prize winners

WRITE AT ONCE

HUPFELD LUEDECKING & CO.
1 and 3 St. Helen Street MONTREAL

TOWER'S PATENT ROUND END



Physicians and dentists recommend toothpicks as protection against dental decay. Our patent aromatic antiseptic picks are the best made. They preserve the teeth, sweeten the breath and increase the flow of saliva. Flavors are cinnamon, sassafras and peppermint. Full size box sent for 15c. postage and coupon below. We are the largest manufacturers of toothpicks in the country.

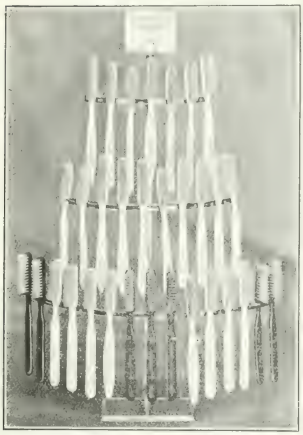
CUTTER TOWER CO., 194 Summer Street **BOSTON, MASS**

Correspondence invited with dealers, hotel men dentists and physicians.

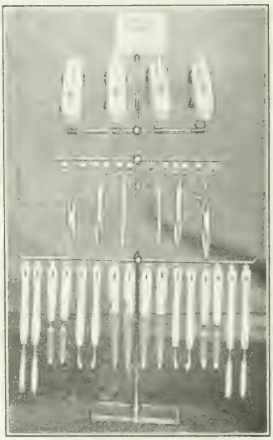
We want dealers and agents everywhere. Agents are making from $3 to $10 a day.

CUTTER TOWER CO., 194 Summer St., Boston, Mass.
Enclosed find 15c. for which please send me one box of
300 Aromatic Antiseptic Toothpicks..... flavor.
My grocer's name is .....
My druggist's name is .....
Yours truly (Name) .....
(Address) .....

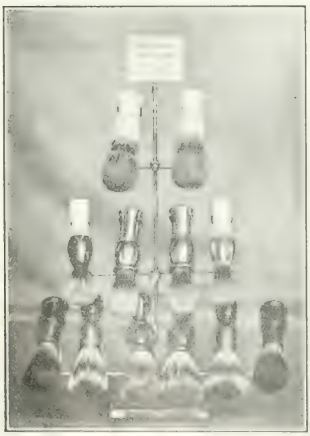
Properly Displayed Goods, called by one "Intensive Merchandising"



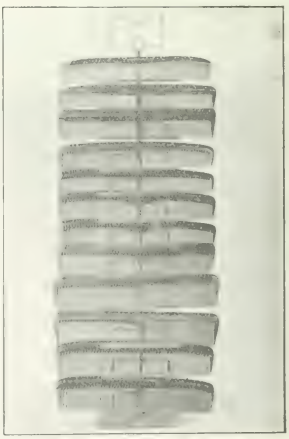
The New "Daintinesse" Tooth Brush Display Stand—a good new idea for Fall Delivery.



The New "Daintinesse" Manicure Display—about the finest way of showing a much jumbled article.



A man buys what he wants when he sees it. The New "Daintinesse" Shaving Brush Stand will sell more goods to men than old methods permit.



The New "Daintinesse" Dressing Comb Display. It certainly should give Comb Sales a big boost.

Optical

HARMONY.

Address by W. J. Harvey, at the Optometrical Association of Ontario, Toronto, Jan. 9th, 1911

The subject for our attention is at once simple and complex. Simple in its relation to external affairs, but complex when considered in relation



Dr. W. J. Harvey

to internal affairs. You are all so familiar and, I trust, experienced in the art of securing harmony between the physiognomy of your patrons and the corrections dispensed for various malformation and affections of the sight, that this portion of our subject will not require special attention.

In considering harmony in relation to our practice, we have before us one of the most important, nay : one of the most vital of all subjects of optometrical practice.

Considered from a refractive point of view we must endeavor to secure not only harmony of the images in this character, general outline definition, color and minute detail in the different portions but harmony also in the relative form size and location in each eye.

Errors of refraction necessarily cause a digression from perfect harmony in the formation of images, and also in the nerve centers supplying the innervation for the proper performance of those functions which impart a clear detailed and intelligent understanding of subjects viewed.

False harmony is sometimes established by the long association of faulty images and ideas caused by an error of refraction or by hyper or sub normal innervation to some ill formed or faulty attached recti. Not infrequently the existence of the former is responsible for the presence of the latter, and the presence of both are not uncommon as prime disturbers, although too often only the former is considered, and if perchance the latter receives any attention, it receives only hasty and immature consideration. When I direct your attention to the great importance of harmony between the eyes themselves and the size, form, location and definition of the images formed therein, sober consideration will bring home the necessity for careful examination, accurate diagnosis and correct fitting. When your attention is directed to the supreme importance of harmony between the different branches of the nerve system that vitalize and sustain the eyes in the performance of the wonderful work allotted to them, the way is open for your best efforts in a field, the expanse of which no man has yet measured, and the reward for the tilling of which will bring magnificent reward and great comfort to your patients.

Harmony is of greater importance than even sight itself in some cases, and it is the greatest of all issues in many others. To direct and control the nerve forces of such a highly organized system as the eye means the relief of many distressing symptoms and the cure of innumerable cases of Insomnia and Hysteria, and bring relief to the Dispeptic and Headache Sufferers, and the blessing of a conversed and buoyant disposition instead of a depleted and constantly wasting nerve system which drags your patient down instead of building him up. Don't make the fatal mistake that ten degrees on the axis of a cylinder does not count, or that a relative harmony between the Ciliary and Internal Rectus must not be maintained. Divine decree designed that Convergence and Accommodation should be used in and not out of relation to one another, and failure to recognize and, if possible, remedy a disturbance proves negligence and not worth. Don't be satisfied with the apparent Orthophoria that a casual examination will sometimes indicate, but know from proven tests that harmony does exist or is re-established, and that your patient is not dragged from one state of low vitality to another and made a prey to every passing ill wind, and damaging influence by the low state of nerve energy induced by waste, which you possess the power to correct and eradicate. Many cases of Heterophoria are obscure and difficult to diagnose, but the relief and comfort experienced and conscientious satisfaction of a duty well done is ample reward.

Harmony is the most important of all considerations in Optometrical practice, and a very slight digression from equapoise or a vertical heterophoria will bring a train of results unsatisfactory alike to the practitioner and patient.

Carefully compare your findings with the normal range and correct any deviation on the vertical plane before testing the strength of the lateral muscles. It will sometimes be necessary to correct a horizontal deviation before testing the strength of the superior and inferior. To ensure the greatest accuracy at all times, and to facilitate quick measures of relief, all possible drains or unnatural calls on the nerve system of the eyes should be eliminated. The presence of any error of refraction of a regular or irregular nature, or any heterophoric condition not corrected and situated elsewhere than in the muscles under test will cause an incordination of the nerve innervation to the extent of the ametropia or heterophoria present. If one eye is Hyperopic to the extent of one diopter and the other emmetropic, and the hypermetropia and the error is uncorrected and overcome by one diopter of accommodation, the one thousand neuro milliamperes expended on the part of the ciliary process to produce this change will be accompanied by a like amount of nerve expenditure in the Internal Rectus because the Ophthalmic branch of the third nerve supplies both, and any raise in the potentiality at the source may be likened to a rise of water in a pipe having two terminals on a lower plane, the pressure is raised to the same extent at each terminal. The eye in this case will have a tendency inward because of the stimulus to the Internal Rectus, and it can only be prevented from deviating inward by an expendature of one thousand neuro milliamperes on the part of the sixth nerve supplying the external rectus. Thus we have an expenditure of 1,000 N. M. at the Ciliary, 1,000 N. M. at the Internal Rectus, and 1,000 N. M. at the External Rectus, all of which drain on the nerve system; may be entirely eliminated by the application of a plus one diopter spherical lense. This waste of vital energy is not all that takes place in an endeavor on the part of the eyes to rectify the error and maintain the clear vision. If the opposite eye should be affected to the same extent the waste of neuro milliamperes will be just twice the above, and if it is not similarly affected no one can approximate the depletion and brain fag that ensues as a result of the constant succession of fruitless efforts on the part of such a highly specialized organ to obtain some of the benefits of binocular vision which are so essential to the full performance of their normal function.

Generally in an uncorrected case of this kind the eyes become disassociated, and one eye is used at a time. Sometimes brain fusion is lost, and if this occurs at an early period of the patient's life and remains inactive, its restoration is very difficult if not impossible.

Hyperophoria of one diopter will cause 1,000 neuro milliamperes expenditure on the part of the Superior Rectus of this eye or the Inferior Rectus of the opposite for its correction, and as two thousand neuro milliamperes is the normal individual strength of the Superior and two to threee thousand the normal individual strength of the Inferior, a large proportion of the complete individual strength is spent in an endeavor to maintain harmony, and very little deflection will be sufficient to cause diplopia.

PLAN TO LICENSE ALL OPTICIANS IN ONTARIO.

The annual meeting of the Ontario Optometrical Association was held in the lecture room of the Empire College of Ophthalmology, Queen St. West.

The business of the evening after the election of officers was the discussion of the bill which will be presented at the coming session of the Provincial Legislature for the licensing of all opticians in this Province on lines similar to that followed by the Province of Manitoba, and many of the States in the American Union. The association has secured from the Province a charter granting its peculiar rights and privileges, and it is their intention to submit their curriculum to the Ontario Medical Council and the faculty of the Toronto University for approbation.

Preparatory to the work of introducing legislation a legislative committee has been appointed and the legal work placed in the hands of Mr. W. D. Macpherson, M. P. P., who secured their charter. Several influential members of the legislature, including cabinet members, were seen by the committee, and the committee say the strongest assurances were given that the bill will become a law before the coming session of Ontario's Legislature is closed.

The following officers were elected for 1911 :

President—Dr. W. J. Harvey.

Vice-Pres.—Dr. J. C. McLean.

Secretary.—Dr. B. F. Davidson.

Treasurer—Dr. A. B. Tythridge.

James G. Evans, B. A., M. D. Kingstone, Dr. Drake, Toronto, Dr. Harvey, Dr. W.M. MacFadden, Toronto, Dr. Maclean, Toronto, were elected an examining board, and from this date all applicants for membership will be compelled to give satisfactory evidences of their educational qualifications for membership, and the right to practice under the association's name and charter.

The directors for the year are : Messrs. Evans, Fannon, Forsythe, Harvey and McLean.

Nothing in this Optometrical Act or Bill shall apply to (1) Physicians and Surgeons practicing under the license of the Ontario Medical Council, (2) nor shall anything in the Act seek to inter-

HAVE YOU EXAMINED THIS

EYE GLASS?



MADE IN GILT ALLOY AND ALBEX WHITE METAL WITH COMFORTABLE FLAT GUARD.

No. 850 Albex white metal frame, polished spring.
White lenses, "0" eye size, 5 to 315.....$1.45 per dozen

No. 855 Gilt alloy frame, polished spring.
White lenses, "0" eye size, 5 to 315.....$1.45 per dozen

No. 840 Plano lenses, common quality, "1" eye size.
White metal frame, 5 to 80 .....$1.20 per dozen

We fill no retail orders direct from our factory but these styles can be obtained from all leading Canadian Jobbers at the above prices.

T. A. WILLSON & CO., Inc

MANUFACTURING OPTICIANS

Established 1870 READING, PA., U.S.A.

Canadian Office ; A. J. McCrae, 23 Scott Street, Toronto

The **EAR-EZ**

Spectacle Frame and Mounting

: : : is the Best : : :

SAMPLES SENT ON REQUEST

Michigan Optical Company Limited

Toronto

We Excell in Prescription Work with Best Appointed Plant in Canada

OPTICAL EDUCATION, BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - - OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE COURSE IN OPTICS

has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class-room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

fere with wholesalers who furnish frames or spectacles of any kind, nor to any manufacturers of lenses frames, glasses or spectacles of any kind or character, (3) nor is it intended that anything in the bill shall interfere with the sale of frames, lense, glasses or spectacles as merchandise by retail merchants as long as the merchant does not in any way attempt to test the eyes in any shape or form, and sells on the selection of the purchaser. The Optometrical Associations' legislative committee have suggested to the Canadian Association of Opticians, and all interested in the sale and manufacture of glasses the necessity of combined effort during the present session of the Legislature of Ontario. A joint committee will be selected to discuss and decide the best possible means of conducting the campaign in the interests of this new bill. The Optometrical Association is confident, from assurances given by prominent members of the Government that, the bill will be make a law before the legislature of 1911 terminates its deliberations. It is the duty of every honest optician and refractionist to give this measure their heartiest support, and to cooperate cheerfully and energetically with the legislative committee.

Any optician wishing further information regarding contemplated legislation, will be cheerfully furnished with the same by writing Dr. B. F. Davidson, Sec. Opt. Ass'n., 358 Queen Street West, Toronto. We hope to be able to furnish the readers of the Canadian Druggist with a complete draft of the bill for its next issue. The Association urges upon the Opticians in the Province to use their influence with their own members of the legislature to support the new bill. All Opticians now practicing in the Province of Ontario will, under a special provision of the bill, be entitled to registration, and will be given the intended license to practice without the formalities of the examination intended to apply to all who will seek to practice optics in this Province after the bill has become a law.

A NEW ROTATING TEST CHART.

Many have been the forms of testing charts and cabinets devised for the use of the refractionist. Some have been of real practical value, and others, by means of being too elaborate and cumbersome, have proved abortive, and have not come into general use.

One of the chief drawbacks to the ordinary test type is that too many characters are seen by the patient at once, and much valuable time is lost by constantly directing his attention to the proper place.

To meet the growing demand for a chart that is at once simple and reliable, one of entirely novel design has recently been placed upon the market by an English house. A glance at the accompanying illustration will immediately show the main features of the new invention. The



types are mounted behind a metal screen, in which are two square openings, just large enough to show one or two letters at a time. The test card moves up and down behind the apertures, being operated by a very simple arrangement of pulleys from a handy position near the patient. By means of a shutter, also manipulated by a simple pully, only one opening in the screen is uncovered at one time, thus concentrating the patient's entire attention on the particular type to be deciphered.

CONFIDENCE.

Get the confidence of the public and you will have no difficulty in getting their patronage. Inspire your whole force with the right spirit of service; encourage every sign of the true spirit. So display and advertise wares that customers shall buy with understanding. Treat them as guests when they come and when they go, whether or not they buy. Give them all that can be given fairly on the principle that to him that giveth shall be given. Remember always that the recollection of quality remains long after the price is forgotten. Then your business will prosper by a natural process.— H. Gordon Selfridge.

"If your windows do not halt passerby, it is because you are not spending enough time on them. You can't afford to neglect them for a single day. They are willing workers, and they work cheaply."



SELL SEEDS THAT FEED—

SPRATT'S
MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

SKIN CREAMS.

Massage Cream.

Skimmed milk..... ....1 gallon.
Ammonia water..... ....1 ounce.
Acetic acid..... ....1 ounce.
Oil of rose geranium..... ... .1 drachm.
Oil of bitter almonds..... ... .1 drachm.
Oil of anise..... ....2 drachms.

Add the ammonia water to the milk and allow to stand 24 hours. Then add the acetic acid and let stand another 24 hours. Strain through cheese cloth, add the oils to the magma, and work it up thoroughly in a mortar, adding enough carmine to color a delicate pink. To the product thus obtained add an equal quantity of cold cream, made according to the following formula :

White wax..... .... 4 ounces.
Spermaceti..... .... 4 ounces.
White petrolatum..... ....12 ounces.
Rose water..... ....14 ounces.
Borax..... ....80 grains.

Melt the wax, spermaceti and petrolatum together on a water bath ; dissolve the borax in the rose water, and add to the melted mass at one time. Then agitate thoroughly.

Pommade Hongroise.

An excellent formula for this cosmetic is as follows :

Light dextrin..... ... .50 parts.
Soap powder..... ... .50 parts.
Japanese wax..... ... .80 parts.
Glycerin..... .... 2 parts.
Water..... ... .50 parts.

Warm the dextrin, soap and water together to a homogeneous paste, add the wax and glycerin, under constant stirring, and heat until thoroughly incorporated.

Rose Cream.

Gelatin..... ....1 dr.
Water..... ....5 oz.
Glycerite Borax..... ....10 oz.
Rose Water ..... 6 oz.

Soak the gelatin in the water over night, and then heat on a water-bath until dissolved. Add the glycerite and the rose water, previously mixed with a fluid dram of albumin (white of egg). Heat until the albumin coagulates, and filter while hot through a cotton bag.

Almond Cream.

1. Sweet almonds..... ....1 oz.
Bitter almonds..... ... .2 dr.
Quince seed mucilage..... ....6 oz.
Glycerine..... ....1½ oz.
Carbolic acid..... ....1 dr.
Ess. white rose... ....3 dr.
Water q.s..... ....1 pt.

Blanch the almonds, bruise and emulsify with eight ounces of water. To this add the other ingredients in the order named.

2. Ointment rose water... ... ...5 parts.
Oil sweet almonds..... ....5 parts.
Glycerine..... ... . 5 parts.
Boric acid..... .... 5 parts.
Sol. soda..... ....12 parts.
Mucilage quince seed..... ....25 parts.
Oil bitter almonds..... ....
Oil rose q.s..... ....ca perfume.

Heat the ointment, oil and solution of soda stirring until thoroughly mixed and a uniform mixture results, then warm together the glycerine, acid and mucilage and 150 parts of water, mix with the emulsion, stir until cold and add enough water to make 200 parts.

Mentholated Toilet Cream.

Tragacanth powder..... .....2 drams.
Glycerin..... ....1 ounce.
Menthol..... ....40 grains.
Alcohol..... ....2 ounces.
Water, to make..... ....32 ounces.

Triturate the tragacanth with the glycerin, dissolve the menthol in the alcohol, mix the gummy and alcoholic liquids by trituration, color a light pink by the addition of carmine solution, and then gradually and thoroughly incorporate the water.

"A man is a fool who is not honest. A letter of recommendation with only this qualification for a man is incomplete ; if he has no other quality but honesty he does not deserve much credit ; he was born that way. It is what he develops that counts."



THE MARTIN, BOLE & WYNNE CO.

WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1,000 to $5,000, also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

The report on business during December is very encouraging from all sources, everyone seems to have had a good Christmas trade.

Glycerine keeps very firm in price, and a further advance is not unexpected.

Cantharides are a little lower. Oil Peppermint is very firm, and Oil Cloves higher. Linseed Oil and Turpentine maintain high figures. Menthol is stiffening up. Cocaine is considerably higher. Buchu Leaves have not reached the lower figure expected, but have shown a tendency to go higher again. Patent Salad Oil is easier.

Camphor, it would seem as if it were wise to buy for spring delivery at present price.

Poslam made in New York—there has been considerable trouble about the price of this. Some of the Customs ports of entry enforce the dumping clause and others not, the consequence is that some houses are selling this at $5 dozen and others have to sell it at $6. It seems a pity that uniformity at various ports could not be obtained.

Sal Rochelle, Tartaric Acid, Citric Acid are all firm at advanced prices, and may go higher.

Lycopodium is considerably higher.

A—Advanced. D—Declined.

	Acid Citric	.50 lb.
	Acid Citric Powd	.52 lb.
D.—	Acetone C.P	.75 lb.
A.—	Ammonia Phosphate Pure	.10 oz.
D.—	Aspirin "Bayer"	.50 oz.
D.—	Balsam Copaiba American	.60 lb.
D.—	Balsam Copaiba English	.80 lb.
D.—	Berries Prickly Ash	.50 lb.
A.—	Calamine	.10 lb.
D.	Camphor Monobrom	.45 oz.
D.	Cantharides Whole Chinese	.55 lb.
D.	Cantharides Powdered Chinese	.60 lb.
D.	Cantharides Russian Whole	$1.05 lb.
D.—	Cantharides Russian Powdered	1.25 lb.
D.	Diuretin-Knoll	.75 oz.
A.—	Ergot	1.40 lb.
A.—	Ergot Powdered	1.50 lb.
	Gum Galbanum	.10 oz.
	Icthalbin	.60 oz.
A.—	Isinglass-American Fish	.12 oz.
A.—	Lithia Bromide	.25 oz.
A.—	Lycopodium	1.00 lb.
A.—	Menthol	.35 oz.
A.—	Oil Cloves	.15 oz.
D.—	Oil Cassia	.15 oz.
D.—	Potass Permanganate	.20 lb.
D.—	Potass Prussiate Red Crystals	.50 lb.
D.—	Potass Prussiate Red Powdered	.60 lb.
D.—	Potass Prussiate Yellow Crystal	.20 lb.
D.—	Potass Prussiate Yel. Powdered	.25 lb.
A.—	Root Jalap	.70 lb.
A.—	Root Jalap Powdered	.75 lb.
D.—	Rad Rhei (so-called Turkey)	.15 oz.
D.—	Rad Rhei powd. (so-called Turkey)	.20 oz.
D.—	Rad Sarsae Mexican	.20 lb.
D.—	Rad Sarsae Hond	.50 lb.
A.—	Seed Cardamon Decorticated	1.10 lb.
D.—	Squills	.12 lb.
D.—	Squills Powdered	.20 lb.
D.—	Soda Citrate	.10 oz.

NEW GOODS.

Silver Nucleinate	1.25 oz.
Barium Metal 2cc Tubes	3.50 ea.
Santyl Knoll's	.30 Tube

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

BUSINESS FOR SALE

Paying drug business in thriving, growing Ontario town, best location, no cutting, agreeable opposition, well established and improving every year. Investigate quick. Box 9, Canadian Druggist.

SITUATION WANTED.

Drug clerk and Optician. Highest Canadian Optical and English Pharmaceutical qualifications. Ainslie, 113 John St., Toronto.

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Means sure Holiday trade success in 1911. Thousands of new lines---Lots of "Specials"

New Showing is Unique in Canadian Merchandising

FANCY GOODS

DOLLS, TOYS

GIFT CHINA

The new lines will be ready and on display in our sample rooms the end of February.

It will be the biggest and best assortment ever shown under one roof in Canada.

Full advantages can only be had by visiting us during march.

Customers can be served only by previously arranged appointment.

Write for details or arrange appointment with our traveller.

The Fancy Goods Company of Canada

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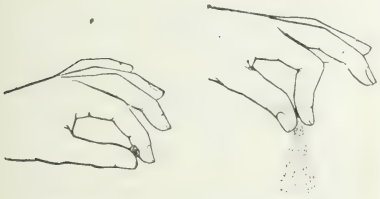
The Canadian Druggist.

Vol. xxiii. TORONTO, CANADA, MARCH, 1911 No. 3

EXAMINE then JUDGE a

" PULVERETTE "

The All British Patent **POWDER PILLS**



Before After

¶ Superior to pills and compressed tablets.

¶ Supersede American made Powder Pills.

¶ Will not crack or discolor when kept.

¶ Process of manufacture is simple, quick and accurate.

¶ Drugs do not deteriorate during manipulation.

¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in **PULVERETTES.**

Canadian Depot :

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Samples and Quotations :

OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

LEGISLATION RESPECTING HABIT-FORMING DRUGS.

The matter of restricting the sale of habit-forming drugs, such as cocaine, morphine, etc., has aroused the attention of our legislators throughout the various provinces, and legislation has been introduced which cannot but have the effect of putting a stop to the illegal sale and habitual use of these dangerous drugs. In British Columbia a Bill has been introduced, and will no doubt become law, which provides that no person shall sell cocaine, morphine or any of their derivatives to anyone except on the written prescription of a qualified physician, dentist or veterinary surgeon, but the latter will not be allowed to prescribe it for the use of any human being. Another provision which will be noticed in the Bill, copy of which we give, is that the prescription will remain the property of the Pharmacist dispensing it for at least two years, and is not to be refilled except upon the written order of the original prescriber, nor is a copy of the prescription to be made to be returned to the purchaser.

In the legislature of the Province of Quebec a Bill has been introduced by the Premier, Sir Lomer Gouin, dealing with the same matter. This bill prohibits wholesale dealers from selling any of these drugs, such as mentioned above to anyone, but druggists, physicians, dentists and veterinary surgeons, and to these only on the written order of the purchaser. This order to be kept on file by the wholesale dealer.

The retail sale of these drugs is to be confined to druggists alone, and they may only sell such poisons on the authority of a physician's prescription, and is not to be repeated. A record of sales must be kept with the name of the purchaser and the quantity sold. Physicians who do their own dispensing, may supply these drugs as heretofore to their patients.

Another provision of the Bill is, that whenever poisonous drugs are kept in bulk, the parcel containing them must bear label designating their contents, and the same applies to the quantity which is sold.

The new law will be especially severe on the d

legal possession of the drug named, and on the affidavit of a complainant a competent magistrate may issue to the police a search warrant for the discovery of any quantity of cocaine, morphine, etc., illegally sold, and if such drug is found it will be confiscated, and the person having it in his or her possession will be liable to prosecution.

The Dominion Act, the full text of which we gave in last month's issue, pages 73 and 74, covers, we believe, pretty fully any legislation in regard to the sale of these drugs, and there is but little variation from it in any of the acts brought before the provincial legislatures.

One clause which we would have liked to have seen inserted in this Act would be, that the offender who is guilty of repeated offences in selling these drugs contrary to the provisions of the Act should be subject to have his license as chemist and druggist cancelled.

There should be no place in the ranks of pharmacy for anyone who persistently defies the law and also is regardless of the well-being of his fellows, but for the sake of paltry financial gain is willing to sacrifice honor and be an accomplice in the ruin of many a life.

Elsewhere in this issue we give the full text of each of the British Columbia and Quebec Acts dealing with the sale of these drugs, believing that the druggists in the various Provinces should make themselves thoroughly acquainted with all the details of this legislation.

THE SALE OF POISONS.

Minuteness of detail is an actual necessity in every drug store, and it is these very small and sometimes apparently unimportant parts of the business which in reality are the most important in many ways.

Recent prosecutions in this city for the sale of Bichloride of Mercury tablets without registering the sale in the poisons' book has shown a great laxity on the part of the druggist or his clerk which leads to serious trouble. This drug is one of those contained in the schedule of poisons of which the sales MUST be entered in the book for this purpose, and non-compliance of the law has cost the defendants in these cases not only their attendance at court, but the payment of a fine.

It is to be regretted that some druggists and drug clerks will either through thoughtlessness or laziness neglect to carry out in full the requirements of the law, both in regard to sales of poisons and of spirituous liquors, and the prosecutions which have taken place will we hope be a warning to all so to be particularly careful to observe the law in its fullest details. Neglect is dangerous, and we trust that the warning given will be heeded by druggists everywhere.

Strict attention to the most minute details very frequently saves a great deal of annoyance and no careless observance or complete ignoring of law should be tolerated, no matter how irksome or unimportant it may appear to the vendor.

PHARMACY IN THE CANADIAN ARMY AND NAVY.

The Canadian Pharmaceutical Association through a committee appointed for the purpose, has taken up the matter of securing for pharmacists in the Army and Navy of Canada recognition with rank of commissioned officers, and we trust that their efforts will be successful, as the high standing of pharmacy in this country entitles the graduates from the various colleges to rank equally with the Army Surgeon. However, the committee which we mentioned should not stop at this, but see to it that all those who are appointed as dispensers in the Army and Navy should be graduates of some of the Colleges of Pharmacy in Canada, or at least have passed the examination of these colleges. As it is, the only examination which is called for, is that of a local board which is called upon to test the qualifications of the applicant in Pharmacy and compounding as the standing orders say, "by making him read prescriptions and actually dispense them in their presence, together with a recognition of drugs, etc." We claim that nothing short of a certificate of graduation from one of the colleges of Pharmacy should be accepted, and in this case the form of examination gone through before a local Board might be dispensed with.

Appendix 7, in the "standing orders of the Permanent Army Medical Corps" for the conduct of examinations for dispensers sets forth that, "the question will be set by the standing board of examiners for dispensers at headquarters, Ottawa, and a local board of medical officers will be detailed by the officer commanding the corps for the purpose of conduct for examinations. This Board will not examine the written answers, but will test the candidate's knowledge." Speaking of the local board, it says, "they will satisfy themselves of his aptitude in pharmacy and compounding by making him read, prescriptions and actually dispense them in their presence." The candidate will also be requested to recognize "the drugs which will be submitted for recognition." The board will certify that he has such a competent knowledge of the subject as in their opinion will fit him for the duty of dispenser of medicines, or if not, that he has shown sufficient knowledge to profit by a further course of instruction."

Merck's Ether for Anaesthesia

E. Merck

Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

Supplied in 4 oz. and 1 lb. g.s. bottles

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REMINDER!

Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.

BENGER'S

Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS: BENGER'S FOOD, LTD., MANCHESTER, ENG.

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.

SOUTHALLS'

SURGICAL DRESSINGS

Absorbent Wools, Lints, Bandages, Gauzes and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint.

Southall Bros. & Barclay, Ltd.,

Weavers and Bleachers

Mills Bromsgrove & Birmingham, England.

AGENT FOR CANADA [illegible] SCOTT,

CARLAW BUILDING, Wellington [illegible] West, TORONTO



Patterson's TORONTO

Candy

"A Matter of Good Taste"

"Private Stock" Chocolates

The rarest Candy ever bought. The most delicious and appetizing of Patterson's many famous lines. **The Extreme of Candy Quality.**

The unprecedented demand for this line has caused us to enlarge our capacity and we are now in a position to handle all orders. The "Private Stock" line retails at $1.00 per lb. and is packed in ¼, 1, 2 and 5 lb. boxes.

Don't miss getting your share of this business. If our travelers do not call at your town, write us direct for terms and proposition.

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Gummed Labels

4,000 for $1.00

1,000 Shipping Labels, 2x3 in., $1.00

Larger sizes proportionately cheap

Good Business Cards, $1.90 per 1,000

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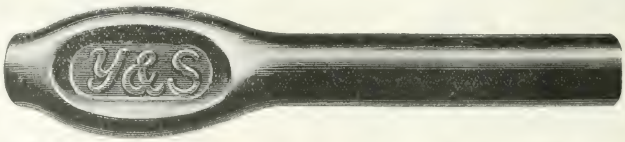
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Stick Licorice



M & R Wafers in 5c muslin bags.

Licorice Lozenges in 5 pound tins

Acme Pellets in 5 pound tins

Softmints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

In the regulations governing the naval service there is no provision made for any pharmacist or dispenser, the only officers named being "sick berth attendants," and "sick-berth stewards." The examinations for attendant requires the applicant to be able to read and write, possess a fair knowledge of arithmetic (simple rules, and simple money sums and weights and measures) and must be generally fit for the duty of nursing the sick." The only other officers named for the purpose are the medical officers whom the regulation states "must be fully qualified medical practitioners, and must be graduates of a Canadian Medical College or be of Canadian birth," and "must be able to show that they have had one year's practical experience since leaving College."

These requirements appear to us to be defective in that it leaves the way open for a graduate of a foreign college, so long as he be of "Canadian birth," and there is nothing stated at to his examinations by a Canadian board of examiners.

The matter of a dispenser could very well be taken up by the committee before mentioned, so that a pharmacist might be appointed in connection with each vessel of the navy.

MEDICAL COUNCIL FOR ALL CANADA.

The Bill which authorizes the establishment of a Dominion Medical Council and one Dominion registration of medical practitioners in place of separate councils for each Province, was dealt with by a special committee of the House of Commons composed almost wholly of doctors. Tentatively it was approved.

The only objection was raised by Dr. Seeley, who said he had a resolution from the Saskatchewan Medical Council against the Bill.

He stated that objection was taken to university representation on the council. Saskatchewan could not qualify as it had no medical college yet.

The general sense of the committee was unanimous in support of the bill, but it was decided not to report it at once, but rather to further communicate with Saskatchewan and ascertain if it had any objection. Nearly all of the clauses, except that regarding the constitution of the council were concurred in.

The bill provides that the Dominion Council shall be composed of three members appointed by the Dominion Government from different Provinces, two appointed by each Provincial Government, one from each medical college, and three from the Homeopathic practitioners. It will not come into force until accepted by the Legislatures of all the Provinces, and the medical council of any province may by a two-thirds vote withdraw any time.

Any doctor who has been practicing for ten years when the Act comes into force, shall be entitled to a certificate without examination, but, if the term of years is unsatisfactory to provincial councils, they may exact an examination in final subjects.

PRESCRIPTION OWNERSHIP.

The question as to whom the written prescription belongs after it is given to the patient by the medical practitioner is one which comes to the front very frequently, and it is interesting to note the stand taken by a correspondent who in the Lancet of London, Eng., (October 15, 1910), discusses the question from a medical man's point of view. In his communication he adheres, says the Therapeutic Gazette, from which these remarks are taken, to the view that the prescription is a confidential message sent to the pharmacist, and that the prescription should be retained by him for this reason. The fee paid by the patient to the physician is not a quid pro quo for the slip of paper containing the order, but an honorarium of remuneration for his skill in diagnosis and treatment, and this would seem to be the correct view of the matter, since if the patient owns the prescription it would be quite possible for him by purchasing a prescription at any one time to have in his possession an order for any given poisonous drug which might be filled at any time. To put the matter in another way, if a physician writes an order for a nurse to the effect that the nurse is to give a hypodermic of morphine, or an enema of soap and water, surely the slip of paper upon which such an order is written does not belong to the patient but belongs to the nurse as evidence that the order has been given.

TO MAKE PURCHASER FULFIL AGREEMENT

Thirty-two cents is the amount of an action entered in the Circuit Court by Mr. H. R. Huot, druggist of Laurier avenue, Montreal, against Mr. A. Liddell, says the Montreal Star. The amount claimed is very small, but the principle involved it is claimed is very important to all druggists, and it is the intention of the claimant to fight the case through the court not as much for the sake of the sum of thirty-two cents as much as for the confirmation of a principle that a purchaser must return the bottles containing the drugs he has bought, when it was understood he would do so in making the purchase.

Mr. Huot claims that Mr. Liddell bought three bottles of medicine at a given price, and agreed to return the bottles when they were emptied, which he failed to do. Consequently, the druggist sent in an account of thirty cents for the

bottles, and the first note having brought no answer, he sent in a second one. The second bill having had the same result as the first one, Mr. Huot decided to make a test case of it, adding to his account two cents for postage.

HELP THE TRADE PAPER HELP YOU.

If anything hampers the trade paper more than other things, it is what might be termed neglect on the part of those subscribing for and reading the paper, says a trade paper writer. Many things are happening every day which the editor would be delighted to hear about and publish in proper form, and many a man who would be perfectly willing to help his editor out to that extent simply neglects or forgets to inform him of the matter, or think it is not of sufficient importance, or, for some one of a dozen other reasons, does not render this help. If the trade would but stop and consider that it is not merely a matter of personally assisting the editor, but benefiting the trade as a whole, as well as every man individually, he might get from this ideas that would lead to more diligent attention to these things. An editor, no matter how brilliant he is, can only do a certain amount towards making his trade paper; that is, he can weave the material together and dress it up and gather a certain amount of it from the trade, but to get material out of which to make his paper, he requires the hearty co-operation of the different members of the trade, no matter whether they are simply readers or advertisers, large or small. Every man has his various interests, and helps himself as well as the editor by active co-operation when occasion offers.

THE FOURTH CONVICTION AGAINST A DRUGGIST.

For the fourth time since the first of September, Joseph A. Labranche, druggist, 446 Park Lafontaine, Montreal, was brought before the Recorder and fined $25 and costs or ninety days, on the charge of selling cocaine illegally. Recorder Weir, in delivering sentence, said he was anxious that the anti-cocaine legislation but recently considered, should be brought into force to punish these flagrant violations of the law.

It is unfortunate that any one should so far forget his duty to himself, his fellowmen, his craft and the laws of his country as, for the sake of petty gain, to put himself beyond the bounds of consideration of any kind and only bring upon himself the well deserved condemnation of all by his ill-considered actions.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

THE PROSPERITY OF THE DRUGGIST.

Winnipeg, Man., Feb. 20, 1911.

Dear Editor:

Our President of the C. P. A., Mr. Martin, of Regina, has opened up the subject of "The Prosperity of the Druggist," and courts correspondence on the subject.

I may not be competent to assist much in the discussion of a subject so near each one of us, but I have had some experience during my thirty four years in the drug business. During this time I have seen many changes, and nearly every one has been to the injury of the retail druggist. He has suffered by Legislation, by competition and by his own neglect and lack of business training. Taking these up as I have put them down (not as to their importance), we have first, by Legislation. Look over the acts passed by our different Provincial Legislatures and the Dominion Parliament, and you will fail to find one act that improves the druggists' position from a financial standpoint. We have passed acts favoring the medical fraternity, to such an extent that they, without any knowledge of Materia Medica, are on equal terms with a druggist. It is a shame that a medical man of to-day should be allowed to conduct a drug store. His duties are to diagnose and prescribe. Two thirds of them would not know the name of the most common drug if placed before them in the original.

Then as to powers given our Hospitals by Legislation. Who does the dispensing in them? Consider the great injury and injustice they cause the local druggist, yet they are upheld by public and private funds, to take the legitimate trade from the local druggist, and the prescription filled by one without the least qualification, so far as diploma or examination are concerned. This is a growing evil. Hospitals are springing up in all our small towns.

Then by competition—I do not agree with Mr. Martin that the "cut rater" is our worst enemy. To me the manufacturing pharmaceutical concerns are the worst enemy the retail druggist has to deal with. Thirty years ago we made all our own proprietory medicines. We had the pro fit of our own labor. We were able to interest the medical man in our town and give him rem edies and B.P. preparations which were reliable and profitable. To-day all is changed. The retail man has to buy these expensive proprietory remedies and dispense them for the same price as

"Frosst"

pharmaceuticals from
ify "Frosst."
ceuticals, conspicuous
the front shop, appeal

sicians' prescriptions,
dispensing department
nized as standard.

Montreal

YOUR CUSTOMERS WILL ALL WANT ONE.



Only the best material used rubber used in the construction. Every bottle is guaranteed.

The Walpole "Good Samaritan" Hot Water Bottle.

Moulded from one piece of Rubber. No seams, no joints, no cement, no wire used in construction.

Its hollow disk shape and thin model make it pillow like and comfortable to lie upon.

The Only Hot Water Bottle which Fits Every Part of the Body

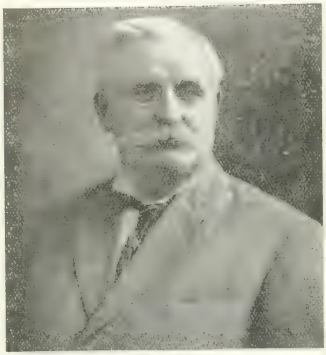
Stays without holding—soothes instead of irritating. It gives three times the heating or radiating surface of the ordinary bottle with the same quantity of water. The **"Good Samaritan"** Hot Water Bottle is the most comfortable and practical bottle made. If you want to see how quick the housewife will appreciate the **"Good Samaritan"** call her attention to it the next time she asks for a hot water bottle.

10 inch, 2 quart, retails for $3.00.

If you do not happen to have them in stock send a sample order to-day. You will find the "Good Samaritan" one of the best sellers in your store.

WALPOLE RUBBER COMPANY, Limited
MONTREAL, P. Q.

Major's Cement the Strongest on Earth



Major's Rubber and Leather Cement

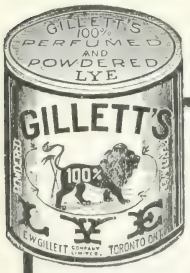
are the same price at RETAIL - 15 cents per bottle. At all jobbers. Liberal discounts. Write for our attractive offer and display stands and please send for our advertising matter

MAJOR MANUFACTURING CO.

A. MAJOR, President

461 Pearl Street **New York City**

D. WATSON & CO., Canadian Agents, MONTREAL



Gillett's Lye Cleanses.

It cleans thoroughly whether the dirt is visible or invisible.

Millions of people use it every day.

Sold by the best Druggists everywhere

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Two other good lines

Gillett's Caustic Soda.
Gillett's Cream Tartar.

E.W.GILLETT COMPANY LIMITED

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

he formerly received for his own preparations. And why does the medical man prescribe them? Is it because he knows their contents? No, but because some smooth talking salesman has talked him into it, and left him a sample. Are these remedies better than our own remedies, or the B. P. preparations? I venture to say, No! I say if a druggist is worthy of the name, he can today as formerly put up preparations equal to and far superior to any now on the market. The "cut rater" only hurts on an advertised article. Let each druggist have his own line and refuse to use his valuable window and shelf display for any other, and he would have a business no "cut rater" could take from him.

I, when in business, had a line of considerably over one hundred remedies. These I sold under my own personal guarantee. I was on the spot, I was known, and I made money. I kept the advertised ones. I would not substitute. I competed, I laid them both on the counter and talked my own, because I knew it and had confidence in it.

Then, "By his own neglect and lack of business training." Yes, by his own neglect he has lost many good paying lines,—spices, baking powders, paris green, horse and cattle condiments, etc., differing in the different localities. By his own neglect, or worse, down right laziness, he has allowed the wholesaler and patent medicine manufacturer to control his business. It is up to him to do his own work and receive his own reward. "By his lack of business training." I often think of what our professor told us when we were leaving College in 1883. He said, "I hope there are none before me who are going into the drug business to make money out of it. I hope you all have higher and nobler views. That your one object is the good of humanity." This sounded well, but if carried out would not feed the baby. No, nine-tenths of us don't know how to buy, nor how to sell. We give the traveller our order without a question. We sell what is asked for without a remark, and expect to make both ends meet. It is impossible. Every wholesaler protects himself by an agreement with his fellow wholesaler. There is no competition among them, in fact their agreement is so near a trust that it borders on the infringment of the law, but the druggist has no agreement. He has no loyalty, he has no thought but the selfish. This may sound harsh, it may sound cruel, but it is true. Let me fill a prescription to-day and give a copy to the customer marked in plain figures 75c. He goes to my nearest competitor to get it refilled. Does he charge 75c.? No, he tries to knife me and says 70c., or maybe 65c. These are every day occurrences, and no exaggeration.

How are we to remedy it? My idea is to have an association that would do something. We might have an organizer who would go from town to town and organize and get every druggist to sign up. This would work in the smaller places, for he could get two or three together easier than 40 or 50 in larger places. By meeting together often better feeling would result from a better knowledge of each other. Long hours and small profits would be adjusted. Lines of goods to carry and lines not to carry agreed on, and much good result, and change the deplorable state of affairs. It is deplorable, if true, what I was told lately, that in the North West alone there are over fifty drug stores for sale and no buyers; stores that were once prosperous and now tied up with the wholesaler or money lender.

This is a long letter, but I have easied my mind on a subject that has caused me many a thought.

I am yours truly,

F. E. ARKELL.

DRUG RESEARCH.

The Canadian Druggist, Toronto, Ont.

Dear Mr. Editor:—The following order, written in clear, unmistakable writing was handed me recently:

peaswakes, 15c.
sapacks, 5c.
rosum, 5c.

Lest you or any of your readers should contract insomnia in your efforts to unravel it, I beg to give the results of some extensive pharmaceutical research which enabled me to fill the order satisfactorily as follows:

Beeswax, 15c.
Sassafras Bark, 5c.
Rosin, 5c.

How thankful we should be for a language so flexible.

Yours truly,

PILLS.

ALBERTA PHARMACEUTICAL ASSOC.

The following members will comprise the first newly-formed Alberta Pharmaceutical Association: J. D. Higginbotham, Lethbridge; C. S. Pingle, Medicine Hat; James F. Findlay, Calgary; H. H. Gaetz, Red Deer; H. S. Monkman, Vegreville; D. W. MacDonald, Edmonton; Geo. H. Graydon, Edmonton.

John H. English, who one time had a drug store at corner St. Patrick St. and Augusta ave. Toronto, Ont., died in Boston, Mass., from asphyxiation. Mr. English was a graduate of Toronto University, and was a chemist of more than ordinary ability. Deceased was 52 years old.

PHARMACY IN GREAT BRITAIN

Proposed Educational Changes Pharmacists and the General Medical Council Mr. Glyn-Jones, M.P. Entertained The British Pharmaceutical Conference Coroner and Chemist Dearer Drugs and Chemicals.

(From our London Correspondent).

The proposed changes in the system of pharmaceutical education in this country which you outlined in your February issue, are now being very carefully considered by numerous authorities interested in the scheme. In view of the criticism which has been levelled against the proposals in influential quarters, there is a strong possibility that the scheme at present under consideration will be considerably modified before very long. There can be no two opinions as to the desirability of the division of the minor into two parts, and the institution of a curriculum, but in the country it is felt that some of the proposed regulations will fall very hard on those apprentices and students who reside at some distance from large towns. Under the existing system candidates for the qualifying examination in pharmacy are at liberty to acquire their knowledge when and where they please, and as a consequence many fail to satisfy examiners. It is now proposed to require candidates entering for a first part at the examination to produce evidence of having passed the preliminary examination, and of having attended a prescribed course of lectures. One result of the proposals if carried into effect will be to diminish "cramming," and also reduce the number of unsuccessful candidates. The suggestions and criticisms which are now being made will be considered by the Council of the Pharmaceutical Society in April. We shall know then what will happen to the scheme.

* * * *

A matter of considerable interest to pharmacists and medical men came before the Pharmaceutical Council on Feb. 1st. Your readers may recollect that on more than one occasion I have directed attention to the dissatisfaction which existed in the pharmaceutical community in reference to the publication of the British Pharmacopoeia and the non-recognition of the very active assistance which pharmacists have rendered to the General Medical Council as the authority responsible for the production of the work. The discontent has now assumed definite shape, as a member of the Pharmaceutical Council in the person of Mr. Edmund White has publicly resigned his position as a member of the committee of Reference in Pharmacy, the committee of pharmacists which has thoroughly overhauled and revised the Pharmacopoeia for the pending fresh edition, as a protest against the refusal of the Medical Council to give pharmacists joint recognition with the medical men on the committee of the Medical Council responsible for the revision of the Pharmacopoeia. Mr. White also resents the recent publication at the instigation of the Medical Council of the Blue-book on unqualified medical practice, and has given facts and figures to show that the medical authority, in his opinion, has the power and means and the opportunity of properly recognizing the assistance of pharmacists, but has persistently refused to do so. It now remains to be seen what the General Medical Council have to say on the matter.

* * * *

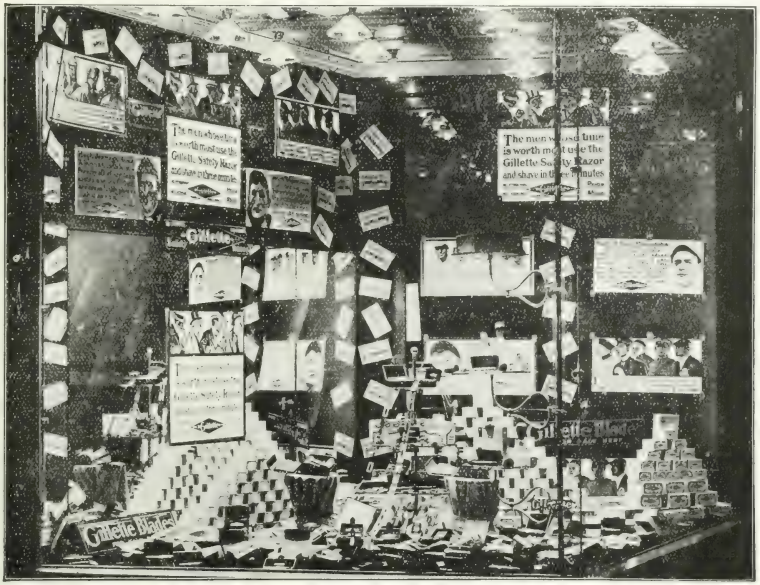
The parliamentary victory achieved by Mr. W. S. Glyn-Jones has been celebrated in good old British style, the new pharmaceutical M. P. having being entertained at a complimentary dinner in one of London's most famous restaurants. There was a great gathering of pharmacists and the wholesale drug trade to support Sir Edward Evans, who took the chair, and the evening was highly successful. Mr. Glyn-Jones was placed on the right of the chairman, and those present included the Earl of Derbigh, C.V.O.; Mr. Richard Winfrey, M.P.; Mr. T. H. W. Indris, Mr. John C. Umney, Mr. R. A. Robinson, D.L.; Mr. G. S. Woolley (Manchester), Mr. Richard Bremridge, Mr. C. A. Hill, Mr. S. Kutnow, Mr. T. Maber, and Mr. T. E. Lescher. Several interesting speeches were delivered, and the health of the guest of the evening was honored with much enthusiasm.

* * * *

The British Pharmaceutical Conference officials are already arranging the details of the 1911 meeting, which is to be held at Portsmouth in July. Mr. W. F. Wells, (Dublin), is President, and Messrs. E. S. Peck and H. Finnemore are the general Secretaries. The conference is in a good financial position, and many new members have recently been elected. The new honorary members include Dr. H. W. Wiley, of New York, and Professor E. Bourquelot.

* * * *

Various Coroners have lately been busy attacking the system of prescribing by chemists. At a London inquest on a girl who died after taking a chemist's mixture containing liquorice, squills, ammoniacal spee. antica wine and syrup, the Coroner remarked that the girl had taken this mixture



A Window that "Pulled" and Effected Tremendous Sales for a Large Eastern Retailer in the United States

Your Window is a Gold Mine! Why Not Work It?

A standing display of sundry staple lines, changed quarterly or semi-annually, is not likely to crowd your store with buyers. You might as well pull down the blinds and use the space for storage.

It's the real live displays of real live specialties like the GILLETTE Safety Razor that make windows so valuable to up-to-date dealers. A display like the one illustrated above would bring into your store men who had never been there before—men whose trade you would give a good deal to win.

These men are interested in the GILLETTE. They have read about it in the newspapers and magazines, and have made up their minds to buy one, some day, somewhere. Your GILLETTE window would settle the time and the place in a minute, to your entire satisfaction.

Better still, it would be to their entire satisfaction, too, for the GILLETTE gives a quicker, easier, more comfortable shave than any other razor. They will appreciate that, and when they come back to you for blades you will have the best chance in the world to get their trade in other lines as well.

It's comparatively easy to trim up a striking GILLETTE window. The GILLETTE signs and cards, which you have, or which we will gladly supply, with the handsome razor sets themselves, make a display that catches the eye, grips the attention, and draws a man inside to investigate or buy.

Talk it over with our salesman when he calls, or write telling us the dimensions of your window, and we'll be glad to give suggestions that will help.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory—63 St. Alexander Street, Montreal

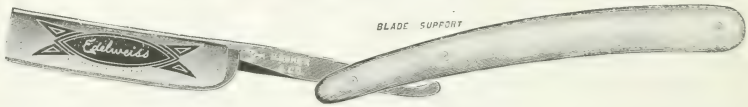
Offices in New York (Times Bldg.), Chicago (Stock Exchange Bldg.), London, Eng. and Shanghai, China

Factories in Montreal, Boston, Leicester, Berlin and Paris

TRADE Gillette MARK
KNOWN THE WORLD OVER

You Can't Sell—Neither Can Your Customers Buy—Better Cutlery Than

H. Boker & Co.'s "Tree" Brand



Every piece of cutlery that bears this Brand is warranted and forged from the highest quality English Steel. The hardening, tempering and whetting and honing is by our own process. That's why we guarantee the quality, and we know that guarantee will never be called into action. The merchant displaying a well chosen assortment of "TREE" BRAND is reasonably sure of all year cutlery sales.

ASK YOUR JOBBER TO SHOW YOU BOKER'S "TREE" BRAND ASSORTMENT

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

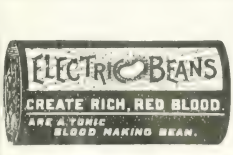
Special Export House for **OLIVE OILS** of the Provence and of Italy

Registered Trade Mark: "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. **BENABEN** at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

Sole Agent for Canada **THOMAS GIBBARD** 43 Saint Francois Xavier St., MONTREAL



"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."



"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

for which a penny had been paid. It did her no good and no harm, but the danger lay in the delay caused in calling in medical assistance. To think the illness would be cured by such a mixture was absurd : a doctor should have been called in at once.

* * * *

The position in the drug and chemical markets may be summed up by a statement that an increase in price of almost every commodity has taken place. Carbolic acid has doubled in price and many other articles show an unusual advance, including camphor, menthol, oil of peppermint, golden seal, ergot of rye, etc.

* * * *

The death has occurred of Mr. William Bradbury Robinson, head of the firm of Robinson & Sons, makers of surgical dressings, Chesterfield, at the age of 84. Messrs. Robinson commenced to manufacture the now famous absorbent cotton wool in 1879, and the late Mr. Robinson did much to advance the perfection of the manufacture of surgical dressings.

* * * *

Proceedings under the Pharmacy include a case at Liverpool against the manager of a company trading as chemists for selling poison without the name and address of the vendor. Defendant had a number of shops in the Liverpool district, and there was nothing on the package to show which branch the poison was sold from. His excuse was that a wrong label was used, but the magistrates imposed a fine of £3 3s., with 5 guineas costs.

TO DRAW A SPLINTER BY STEAM.

The following is clipped from the London Times. It is well worth trying to remember, in case of emergency :—"When a splinter has been driven deeply into the hand, it can be extracted without pain by steam. Nearly fill a wide-mouth bottle with hot water ; place the injured part over the mouth, and press it slightly. The suction will draw the flesh down, and in a minute or two the steam will extract the splinter and the inflammation together."

KEATINGS INSECT POWDER.

The advertising campaign of "Keatings Insect Powder" in Canada will begin early in March. The name "Keating" is known throughout the British Empire in connection with Insect Powder.

The present firm have been manufacturing chemists in London since 1788, and Keating's Powder has always been for sale in Canada. The demand has been increasing steadily.

PHARMACEUTICAL LEGISLATION

BRITISH COLUMBIA BILL.

An Act Respecting Habit-forming Drugs.

1. This Act may be cited as the "Habit-formings Drugs Act."

2. No person shall sell or expose or offer for sale, or give, deliver, or exchange, any cocaine or any Alpha or Beta eucaine, or any synthetic substitute for either of them, or any preparation containing the same or any salts or compounds thereof, or any morphine or heroine or salt of morphine or heroine, either alone or in combination with other substances, except as authorized by the "Proprietary or Patent Medicine Act" of Canada, without having first received therefor the written prescription of a physician, dentist or veterinary surgeon registered under the laws of the Province of British Columbia ; such prescription may be filled only by a pharmacist or certified clerk as provided by the "Pharmacy Act" and amending Acts, and no copy thereof shall be made, and the prescription shall be retained by the pharmacist filling the same for at least two years, and shall not again be filled except upon the written order of the original prescriber, and shall be open to inspection by the officers of the Provincial Board of Health, the officers of the Provincial Police Department, and the police authorities of any municipality within the Province of British Columbia. But no practitioner of veterinary medicine shall prescribe any of the above-mentioned substances for the use of any human being.

3. Any manufacturer or jobber of any or all of the articles mentioned in section 2 hereof, any wholesale druggist, or any registered pharmacist may sell any article mentioned in said section 2 to any manufacturer, jobber or wholesale druggist, or to any pharmacist, physician, dentist or veterinary surgeon registered under the laws of the Province in which he resides, or to any incorporated hospital, but only upon a written order duly signed by such manufacturer, jobber, wholesale druggist, registered pharmacist, registered physician, registered dentist, registered veterinary surgeon, or the superintendent of such incorporated hospital, which order shall show the article or articles ordered and be endorsed by the vendor with the date of delivery. The said order shall be kept on file in the laboratory, warehouse, pharmacy, or store from which it was filled, by the proprietor thereof or his successor, for a period of not less than two years from the date of delivery, and shall be open to inspection by the officers of the Provincial Board of Health, the of-

ficers of the Provincial Police Department, and the police authorities of any municipality within the Province of British Columbia; and such order shall not contain any articles not mentioned in section 2 of this Act.

4. Every person, firm or corporation failing to observe any of the provisions of this Act shall, on conviction thereof before any Justice of the Peace, incur a penalty not less than ten dollars and not exceeding one hundred dollars, and, in default, to imprisonment not to exceed three months, with hard labor. The provisions of all other acts relating to the sale of the drugs mentioned in section 2 of this Act are hereby repealed in so far as such provisions are inconsistent with this Act and in so far only as such provisions relate to the sale of such drugs.

PROVINCE OF QUEBEC BILL.

An Act to regulate the sale of cocaine, morphine and their compounds.

His Majesty, with the advice and consent of the Legislative Council and of the Legislative Assembly of Quebec, enacts as follows:

1. The following chapter is inserted in the revised Statutes, 1909, after chapter third of title seventh:

The sale of Cocaine, Morphine and their Compounds.

"3982a. No one shall sell, give or deliver cocaine, alpha or beta eucaine, morphine or heroin, or any salt, compound or derivative of such substances or any preparation containing such substances or their salts or derivatives, except to the following persons:

1. A wholesale dealer, a duly licensed druggist a duly registered practicing physician, a duly licensed practicing veterinary surgeon or veterinary, or a duly licensed practicing dentist, who shall have previously ordered the same in writing.

2. The holder of a prescription of a practicing physician duly registered as a member of the College of Physicians and Surgeons of the Province of Quebec.

"3982b. No one shall sell, give or deliver any of such substances, compounds or preparations to any person mentioned in paragraph 1 of article 3982a, unless such person is identified by some person known to the seller.

At the time of such sale, gift or delivery, the person who sells, gives or delivers, shall affix to the bottle, box, vessel or package containing the article so sold, given or delivered, and upon the outside wrapper of the package as put up by the manufacturer, a label upon which the word "poison" is written in red ink and which distinctly displays the name and quantity of the article in question, and the name and place of business of the supplier.

The written order mentioned in paragraph one of article 3982a shall at all times be open to the inspection of the coroner of the district, or of any justice of the peace of the district or municipality, or of any person authorized by such coroner or justice of the peace, in writing.

"3982c. In the case of paragraph 2 of article 3982a, the prescription shall be dispensed only by a druggist duly licensed in pursuance of the Quebec Pharmacy Act.

The prescription shall bear the date on which it was made, and shall mention the names, surname and address of the person for whom the medicine is prescribed, shall be permanently kept on file by the person who has dispensed it, and shall at all times be open to the inspection of the prescriber, or of the coroner of the district, or of a justice of the peace for the district or municipality or of any person authorized in writing by such coroner or justice of the peace.

It shall be dispensed only once, and no copy thereof shall be given to any person.

"3982d. Article 3982c shall not apply:

a. To the delivery, as a medicine, of any substance, compound or preparation by any physician registered as aforesaid, to or on behalf of a person upon whom such physician is in professional attendance, provided that the bottle, package or other receptacle containing such medicine cleatly mentions upon the outside the intervals of time at which such medicine is to be taken and how much is to be taken at one time.

b. To paregoric or to any other medicine containing not more than one fortieth of a grain of morphia or of heroin to the dose, provided that the bottle, package or other receptacle containing such medicine complies with the requirements of paragraph a of this article.

"3982e. At the time of each sale, gift or delivery in pursuance of article 3982a, the person who sells, gives or delivers, shall, before delivery, make or cause to be made, in a special register, not being the register prepared in accordance with article 5088, an entry setting forth the particulars mentioned in Form A.

Such register shall at all times be open to the inspection of the secretary-registrar of the Pharmaceutical Association of the Province of Quebec, of the coroner of the district, of any justice of the peace of the district or of the municipality, or of any person authorized in writing by such coroner or justice of the peace.

"3982f. No one shall have in his possession or in any premises under his control, any substance to which this chapter applies, unless he is the manufacturer thereof, or one of the persons

TANGLEFOOT



THE ORIGINAL FLY PAPER

For MORE THAN 25 years the Standard in Quality

ALL OTHERS ARE IMITATIONS

THE "IDEAL" BRUSHES

TRADE MARK NO. 54282 Reg. U.S. Pat. Off.

These are **Genuine Calcutta Bristle Air Cushioned Brushes,** the only ones on the market. *Do not confound it with the wire brush.* Order through your wholesale drug or dry goods jobber.



The "Ideal" Hair Brush
Single or Double Rows

HENRY L. HUGHES, - 114 East 16th St., - New York. N. Y.

THE MARVEL

"WHIRLING SPRAY" SYRINGE







WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIENE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS

ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. New York

Canadian Agents:
NATIONAL DRUG & CHEMICAL CO.



Keating's Powder Kills Bugs

A very little advertising sufficed to put KEATING'S in paramount demand as an insect powder in Canada. The advertising of the past year will be increased, because the case is proved, as it has already been proved around the World in all climates. KEATING'S POWDER is an absolutely reliable weapon against every tribe of the insect army.





KEATING'S POWDER is well known to "old country people." It has a large and well-established sale throughout the British Colonies. Its most particular advantage is that, while it is deadly to all forms of insect life, it is absolutely harmless to humans.



Make arrangements for your stock of KEATING'S **now.** It will be asked for when moths begin to appear in the early spring, and those who use it once will use it again whenever they have to fight insect life.

Established 1788 **Thomas Keating** LONDON ENGLAND

50-52 UNION STREET, BOROUGH, LONDON, S.E.

Order your Supply through your Local Wholesaler.

mentioned in paragraph 1 of article 3982a, or a person who has obtained the same under a prescription in accordance with paragraph 2 of article 3982a.

"3982g. Any judge of the Sessions of the Peace, police magistrate, district magistrate, recorder or justice of the peace, who is satisfied by information upon oath according to Form B, that there is in any building, receptacle or place:

a. Anything upon or in respect to which any offence against this act has been or is suspected to have been committed ; or

b. Anything which there is reasonable ground to believe will afford evidence as to the commission of any such offence ; or

c. Anything there is reasonable ground to believe is intended to be used for the purpose of committing any such offence ;

May, at any time, issue a warrant under his hand, authorizing some constable or other person named therein, to search such building, receptacle or place for any such thing and seize and carry it before the judge, magistrate, or justice issuing the warrant, or some other such judge, magistrate or justice. Every such search warrant may be executed by day or by night and may be according to Form C, or to the like effect. When any such thing is seized and brought before a judge, magistrate or justice as aforesaid, he may detain it for the purposes of trial.

"3982h. For the purposes of this chapter, the proprietor, on whose behalf a sale, gift or delivery is made by a clerk, apprentice or other person in his employ, shall be deemed to be the person who makes the sale, gift or delivery, without prejudice, however, to the liability of such clerk, apprentice or other person.

"3982i. Every person committing any infraction of any of the provisions of this chapter shall on conviction thereof before a judge of the Sessions of the Peace, police magistrate, district magistrate, recorder or two justices of the peace, of the place where the offence was committed, be liable for the first offence to a fine of not less than fifty dollars, and of not more than two hundred dollars, and in default of payment to imprisonment for not less than one month and not more than three months, or to both such fine and imprisonment, and for every subsequent offence to a fine of not less than two hundred dollars nor more than five hundred dollars, and in default of payment to imprisonment for not less than three months and not more than six months, or to both such fine and imprisonment ; the whole with costs.

In rendering a judgment of conviction the magistrate may order the confiscation and destruction of any substance to which article 3982a applies and as to which an offence against any provision of this chapter has been committed.

"3982j. The provisions of part XV of the Criminal Code shall apply, mutatis mutandis, to prosecutions taken under this chapter.

"3982k. The provisions of article 5008 shall not apply to the substances to which article 3982a is applicable.

2. This act shall come into force on the day of its sanction.

FORM A. Act ... sec. ...

Con. St., Monopolies, Etc. Regs. ...

Name of vendor .... under ... permit

Date	Quantity	Name of Drug	Form in which sold	Name of Purchaser	Profession, &c., of Purchaser	Address of Purchaser	Whether given on prescription	Signature of person making entry

N. B. PHARMACEUTICAL SOCIETY.

The examinations were held in the Society's rooms, Market Building, St. John, N.B., January 30th, and 31st, 1911, with the following results :

Passed in all subjects—I. Walton Kierstead, Percy A. Laughlin.

Passed in Pharmacy only—J. M. Roulston, H. P. Wilson.

Passed in General Subjects only—F. R. Clayden, H. Forbes, O. C. Johnson, D. D. Vanwart.

GENERAL SUBJECTS.

Dr. G. W. Hay, Examiner.

Write a plain, legible hand.

1. Write from dictation the passage read by the Examiner.

2. The woods were filled so full with song
There seemed no room for sense of wrong.
Analyze the above. Parse, filled, so, full, there, seemed, no, room.

3. Find the value of $\frac{3\frac{1}{2}\ 7}{7\ 4\ 5\ \text{of}\ 5} \times \frac{5\cdot7}{3\cdot2} - \frac{1}{3\cdot7}$ of $5 67

4. Give the principal parts and write out the present indicative active of the verbs doceo, clamo, sequor.

5. Translate : Ego sum ; clara vox ; parvus puer ; Castra Caesaris ; alma mater.

Decline together, singular and plural : Omnis Gallia ; noster pater. Compare the adjectives : altus, brevis, similis.

MATERIA MEDICA.

E. R. W. Ingraham, Examiner.

1. From what are the following acids obtained ? Citric, Tannic, Tartaric, Gallic.

Describe manner of preparation of two.

2. How would you distinguish between :

(a) Citric and Tartaric.

(b) Gallic and Tannic.

(c) What adulterants and impurities would you expect to find in any of the above.

(d) In what liquids do the above dissolve most freely, and to what extent.

3. Name the official salts of Quinine. State botanical source from which they are obtained, giving habitat and principal commercial varieties.

4. What are soaps? Name those official in the B. P. State from what they are prepared. Describe each variety, and state wherein they differ from each other.

5. (a) Define the following Therapeutical terms: Aperient, Antilithic, Dessicant, Refrigerant, Sudorific.

Give two examples of each.

(b) How many classes of Anaesthetics are there? Describe the action of each and give one or more examples of each kind.

6. (a) Give antidotes for the following poisons: Iodine, Chloroform by inhalation, Carbolic Acid, Cantharis, Indian Hemp.

(b) In what class of poisoning cases should emetics not be employed.

7. What adulterants or impurities would you be likely to find in the following, and how would you test for them?

Cera Flava.
Acaciae Gummi.
Glycerine.
Theobromatis Oleum.
Menthol.

8. Name two crude drugs in the following classes: Gums, Balsams, Seeds, Fruits, Rhizomes.

(b) Define the above botanical terms.

(c) How would you distinguish between

A Gum and a Resin,
A Balsam and an Oleoresin,
A Root and a Rhizome,
An Alkaloid and a Glucoside.

9. Oral.

10. Oral.

DISPENSING.

Aubrey D. Johnston, Ph. G., Examiner.

1. (a) Give the proper mode of procedure in dispensing the following prescription.

℞ Ipecac ℈i
Potass. Iod Grs. xxv
Glycerine ℥ i
Aleps Law. Hyd. ℥ i

Apply at Night.

(b) What precaution should be taken in dispensing ointments containing crystalline salts, free acids, or tannin.

(c) Which is the commonest method of making ointments from prescription—

by fusion,
by chemical reaction,
or by incorporation.

(d) What is the percentage content of the first ingredient in this prescription?

2. Give the quantities, in minim or grains of each of the following, in a four ounce prescription (liquid) with a tea-spoonful dose.

(a) ℞ Potass. Nitrat. ℥ij
℞ Tinct. Opii Deod. 6.00 c.c.
(c) Tr. Opii Deod. 4,50 c.c.
(d) Liq Trinitrini ℥ ii

Extend into full Latin and translate.

(f) non repetatur.
(g) t.i.d. p.c.
(h) Mitte talis decem. pulverses.
(i) aa ; ss ; ex. aqua a.c.
(j) ℞ ; sig.; m. et ft.

Sig—one after meals.

3. ℞ Pil Aloes et Asafoetidae c. Hyd. ℥ ss
M pil. No. X

(a) Describe in detail the different steps in compounding the above prescription, mentioning the excipient used.

(b) What would be the amount of Aloes and Asafoetida in each dose.

(c) Give a list of the most desirable excipients for making pill masses.

(d) What is meant by pasticity, firmness, adhesiveness, and homogenity in making pill masses.

(e) What excipient would you use in making pill masses.

(1) readily reducible substances
(2) deliquescent substances
(3) Volatile oils
(4) Scale salts of iron.

4. Give the B. P. Latin title in full and maximum dose of:

Ether.
Spts. Ether Sulph. Co.
Sweet Spts. Nitre.
Apomorphine.
Potass. Nitrate.
Salol.
Tr. Hyoscymus.
Silver Nitrate.
Sulph. Copper.
Mercurous Chlor.

5. ℞ Ol Morrhuae ℥ iv
Tr. Ferri Chlor ℥ ss
Calcii Hypophos ℥ ss
Sodii Hypophos Gr. xxv
Potass Hypophos ℈ i
Acac. pulv ℥ ix
Syrupi
Ol. Gaultherii M xv. ℥ ii
Aq qs. ad. ℥ viii
et ft. emuls.
Sig ℥ ii between meals.

(a) Give in detail, your method of compounding the above prescription.

(b) Is the amount of the emulsifying agent specified right for making a perfect emulsion? If not, give the amount required.

(c) What is the object sought by the Pharmacist in the process of emulsification?

(d) What is the cause of the "pearly appearance" in "cracked" emulsions?

(e) How are "cracked" emulsions specially manipulated by the Pharmacist?

6. ℞ Hyd. Iod. Rub .015
Kalii Iod 1.000
Saech pulv. 1.50
et ft pulv No. IV
Sig. To be shaken into water.

(a) Will the addition of water, as per directions result in a clear solution? Or will any portion of the powder remain undissolved? Give reason for your answers.

(b) When there are undissolved solids in a liquid prescription is it ever permissible to filter out same? If so, when?

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CALGARY and VANCOUVER.

(c) Is there in the above prescription an instance of any form of incompatibility? If so, what kind?

(d) How would you measure out a quantity like the first ingredient?

Questions Nos. 7, 8, 9 and 10 Practical and Oral.

PHARMACY.

N. B. Smith, Examiner.

1. (a) What relation, with reference to their activity and value do alkaloids hold towards other organic compounds? (b) What are alkaloids chemically? (c) Where are they found? (d) What one element is common to all? (e) How are they affected by acids?

2. Describe the method of preparing Spiritus Etheris Nitrosi. Give its ingredients, state specific gravity, proper method of storing: name six incompatibiles.

3. Name two official infusions made with cold distilled water and state why boiling water is not used: state difference between decoction and infusion.

4. What quantity of each of the following preparations should represent one grain of Anhydrous Morphine: (a) Powdered Opium. (b) Compound Ipecac Powder. (c) Aromatic Powder of Chalk with Opium. (d) Compound Tincture of Camphor. (e) Compound Powder of Kino. (f) Compound Powder of Opium. (g) Ointment of Galls with Opium. (h) Tincture of Opium.

5. Give definition of specific gravity: give specific gravity of Chloroform, Nitric Acid and Glycerin.

6. Describe the method of preparing Syrup Ferri Iodide, proper method of storing, and state cause liable to produce dark color.

7. Give synonyms for, dose and composition of Liq. Arsenicalis, Camphor Comp.; Tinct. Benzoin Comp; Pulv. Rhei Comp. and Hydrargyrum c Creta.

8. Give dose of each of the following preparations in the metric system: Liq. Strychnia B. P., Tinct. Nucis Vomicae, Pulv. Ipecac Comp., Sp. Aether Comp. and Pulv. Antimonialis.

9. Give synonym for Liq. Ammoniae Acetatis, explain briefly method of manufacture, state dose; when heated with Sulphuric Acid what vapour does it give off.

10. Describe the method of preparing Rochelle Salt. Also odour, taste and reaction.

CHEMISTRY.

M. V. Paddock, Ph. C., Examiner.

1. (a) State the law of Definite Proportions.
(b) State the law of Multiple Proportions.

2. (a) What do you understand by the term Atomic weight?
(b) Molecular weight?

3. Explain quantivalence and give several examples.

4. Name the source, mode of preparation, properties and chemical formula for Ammonium Hydrate.

5. State the source, chemical and physical properties, of Chlorine, Iodine, Bromine.

6. Give the formula for Carbonate of Magnesium, Zinc, Lead, give general test for carbonates.

7. Give chemical test to distinguish between Zinc Sulphate and Magnesium Sulphate.

8. How would you prepare a small quantity of Ferrum Redactum? What precautions would you use? State the reaction of this body with Hydrochloric Acid.

9. Give the test for Corrosive Sublimate in Calomel; for Arsenic in Phosphate of Sodium.

10. How much Zinc Sulphate crystallized from 100 grain metallic zinc?

THE ATTRACTIVE SODA FOUNTAIN*

No doubt each and every one of you have been confronted with the subject: "Does the soda fountain detract from the character of the store?" This question greatly depends on the man and the store.

The fountain has gradually made its way into the drug store and now the drug store without a fountain hardly seems complete.

The soft drink public usually seek the nearest drug store to quench the thirst that the spring and summer days bring forth. There are many kinds of so-called up-to-date fountains, and some are far from being inviting or pleasing to the taste or eye. Of course such places should not be called fountains, and do not add to, but detract from, the appearance of the store, and are a great detriment to the drug as well as the fountain trade, but even here the fountain does not detract from the character of the store, because it has no character.

The proprietor that allows a fountain to run itself and expects to reap a benefit is not the man to run any business supplying the public with drugs and medicines.

Put yourself in the place of one desiring a thirst-quenching and appetizing beverage, seated at a fountain waiting to be served. A so-called dispenser makes his appearance to serve you; he is most untidy, with dirty coat and apron, jet fingernails, and in such general condition that he is only fit for a stable. The druggist that has such a dispenser is not worthy of the profession, and he should, instead of calling his place of business a drug store, call it an "Existence Parlor."

It is well to bring out these points so that none will misunderstand why I contend that the drug store is the place for a fountain.

Show me a man or woman keeping abreast of the times, taking care of the 5-cent sale at the fountain with as much grace and dispatch as the $1-sale on the drug side, and I will point out to you the successful and progressive pharmacist, whose fountain adds to the higher character of his store.

Dispensing a cherry phosphate or any drink should be done with as much care as compounding a medicine by the prescription clerk.

Why does the druggist depend on his fountain

* Read before [illegible] by R. C. Thompson, [illegible] Pharmaceutical Association.

so much to carry the expense load of his business? Not merely for an investment, but because it is a business getter and a money maker. The store with the neat, attractive and sanitary fountain has one of the best advertising mediums obtainable—the ladies of the neighborhood will send their children to a neat drug store for soda and ice cream in preference to a candy shop, because they are sure of the proper material being served.

If the soda fountain does detract, why is it always given the preference of space in the store? Always shoved to the front. It is because the fountain, properly cared for, is the best means of attracting business, of enabling the big and little druggist to make both ends meet.

There is no one line of fixtures or stock carrying a corresponding investment occupying the same space. Why should this be? Take for example:

"A"—The druggist has an excellent location and good reputation, but does not care for the drink trade and allows his fountain to run in a don't care sort of way, but spends all his time in seeing to it that the cut-rate medicines are kept before the public.

And on the other hand—

"B"—Sees the opportunity, his location is fair and business good, he becomes tired of selling 25-cent preparations for 19c. and places in his store a large, attractive fountain, runs it in the proper way and sees to it that the best is served by tidy and polite operators. Only a short time has passed when it becomes the talk of the town—"Have you seen B's fountain and had one of his famous egg drinks?"

The drugs are kept before the patrons just as before,—but with little effort in trying to sell cut-rate articles—his business gradually increases, it becomes the popular corner in town. What did it? The fountain. Why? Because it had the good qualities necessary to produce and was a drawing card.

The following season "A" gets his eyes open and does likewise, installs a beautiful fountain, and although too late to regain what he has lost, it will nevertheless increase his trade and improve the character of his store, the fountain does make additional business.

There is no class of retail business operated today that requires the time and study it does to make a registered pharmacist. This point alone is evidence enough to convince us that the druggist is capable of judging for himself regarding the fountain.

The fountain was not fully appreciated at first, but gradually, as more practical and more attractive fountains were constructed, the druggist began to realize that it would attract attention and cause comment and bring possible customers to see his new fountain, and by this means he was in a better position to become acquainted with the townspeople—gradually increasing his sales.

What is character at the fountain? It depends on good high-grade service. Lack of it detracts, "As the apparel oft proclaims the man." So fountains oft proclaim the store. Shakespeare's advice "Rich but not gaudy" should appeal to all, growing ever increasing your present sales, with undivided attention shown the beverage purchaser, you not only win him for other sales, but impress him with the character of the store.

Does the fountain detract? I repeat as before, NO! Not in the least, but ATTRACTS.

HOT CHOCOLATE.

The following are E. F. White's formulas:

Syrup No. 1.

One pound of the best cocoa you can buy; 4 or 5 pounds of sugar; 7 pints of water, and 1 or 2 ounces of the best vanilla extract. We give a choice of sugar quantity, as some prefer a sweeter syrup. Place half of the water in a double boiler and add the cocoa; allow it to stand until the cocoa is moistened, then stir thoroughly. Add the balance of the water and cook for one hour, stirring occasionally. Then add the sugar, stir until dissolved and cook for 20 to 30 minutes more. Remove from fire and when cold add the vanilla and strain through a double thickness of cheese-cloth. You have a rich, smooth syrup, with the cocoa as nearly dissolved as possible. The amount of vanilla used must depend upon your taste and its strength. We have found extracts of which an ounce was plenty, some others required two or three, and then the result was not satisfactory, showing that there was no economy in poor goods.

To serve properly use from 1 to 1½ ounces of this syrup to an 8-ounce mug and fill with hot milk. If you do this you will produce the best cup of chocolate that can be made.

Syrup No. 2.

An open fire formula that gives most excellent results is cocoa, 1 pound; water, 3 quarts; sugar 3 pounds. Pour the water into a copper or other suitable kettle and add the cocoa; stir until cocoa is thoroughly moistened, then put on fire and cook until it has boiled thoroughly; then add the sugar and stir until thoroughly dissolved. This may be flavored with vanilla, if desired, using 1 to 1½ ounces. Another method is to split a vanilla bean and cook it in the batch.



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Size	Per Gross	Original Package
½ Oz	$ 5 85	5 Gross
1 "	6 25	5 "
1 "	7 50	3 "
2 "	9 90	3 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

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The Pioneer American Capsule House

The Soda Fountain

TEA AT THE FOUNTAIN.

Tea syrups and extracts can be used for both ot and cold dispensing.

Tea Extract.

Tea, any variety desired..... ...16 ounces
Glycerin..... .... 4 ounces
Alcohol..... .... 8 ounces
Hot water..... .... 4 pints
Water, to make..... .... 1 pint

Reduce the tea to a powder. Mix the glycerin d alcohol with four ounces of water, moisten e tea with sufficient of this and pack in a rcolator. Then pour on the menstruum until ounces of percolate have been obtained. Set is aside and complete the percolation with hot ater. Then evaporate the aqueous percolate to ir ounces and add to the percolate first ob- ned.

Tea Syrup No. 1.

Pour 2 pints of boiling water over 4 ounces of e best green tea and allow it to infuse 5 min- es. Then strain and add 4 pints of simple syr- and ½ ounce of acid phosphates.

Tea Syrup No. 2.

Tea, green or black..... .... 4 ounces
Sugar..... .... 2 pounds
Water..... .... 2 pints

Mix the ingredients, heat to the boiling point d strain. To serve, use two ounces of the up.

Tea Syrup No. 3.

Tea, good black..... .... 3 ounces
Boiling water..... ....24 ounces
Granulated sugar..... ....24 ounces

Place the tea in a porcelain or earthenware sel and pour the boiling water upon it. Then er closely and allow to infuse for five minutes. ss one pint of the infusion through a coarse aining cloth without pressure, and in the col- dissolve the sugar by agitation.—National uggist.

CONTRIBUTED AND SELECTED FORMULAS.

Hot Egg Orangeade.

Orange juice..... ....from half orange
Egg..... ....one
Powdered sugar..... .....2 teaspoonfuls
Grated nutmeg..... .....enough to season
Hot water..... ... ...enough to fill mug

Hot Golden Puff, or Fizz.

Orange syrup..... ....1 ounce
Angostura bitters..... ....3 dashes
Egg..... ....one
Spices..... ....to suit taste
Hot water... ....enough to fill mug

Hot Egg Snap.

Ginger syrup..... ....1 ounce
Egg..... ....one
Jamaica ginger..... ....3 dashes
Hot water... ....enough to fill mug

Hot Gingerette.

Ginger syrup..... ....1 ounce
Egg..... ....one
Sweet cream..... ....½ ounce
Jamaica ginger..... ....1 dash
Hot water... ....enough to fill mug

Hot Priscilla Egg Puff.

Sweet cream..... ....1 ounce
Egg..... ....one
Liquid extract of beef... .....2 teaspoonfuls
Celery extract..... ....3 dashes
Hot water... ....enough to fill mug

In preparing this beverage an extra large mug, preferably a twelve-ounce one, should be used. The drink may be seasoned to taste.

Hot Egg Bouillon.

Liquid extract of beef..... ...2 teaspoonfuls
Egg..... ....one
Pepper and salt... ... ... enough to season
Hot water... ....enough to fill mug

After the egg, extract of beef and pepper and salt have been stirred in a mixing glass, an ounce of hot water should be added and the preparation shaken thoroughly. It should then be strained into the mug and the remainder of the hot water added.—Southern Phar. Jl.

HOT COFFEE AND CHOCOLATE.

Coffee and chocolate are ever popular winter beverages at the soda fountain. But they must be properly made for, like the connoisseur in wines, the fastidious coffee and chocolate drinkers insist upon having their drinks just to their taste. The following formula has been used at various fountains and the products made after them have been found delicious.

HOT COFFEE.

Syrup No. 1.

Best Mocha and Java coffee mixed, in moderately fine powder 5 ounces av.
Glycerin..... ....4 fluid ounces
Sugar... ....2½ pounds av.
Water..... ... .A sufficient quantity.

Mix the glycerin with 28 fluid ounces of water, moisten the coffee with this mixture, let stand for ½ hour, pack firmly in a percolator (not tin), pour on the remainder of the liquid, previously heated to boiling, and when this liquid has disappeared from the surface of the coffee, add boiling hot water until 40 fluid ounces of percolate are obtained; to the latter add the sugar, and dissolve by agitation.

To serve draw 2 fluid ounces into an 8-ounce mug, add 1 fluid ounce of cream, fill with hot water, top with whipped cream, and serve with a spoon and sweet crackers.

"If your policy permits crooked methods you will soon find yourself beset with crooked clerks who will beat you with your own methods."

Fletcher Constellatio

Each Fletcher Constellation Soda Water Fountain is built as were the one Soda Fountain in the Factory and our whole reputation pends on its performance.

We have no stated daily output. All Fletcher employees are pai the hour—not by piece work.

We place no premiums upon haste.

Most of our men have been with us for years and each takes g pride in the quality of the particular part he makes—not in the nu turned out.

Every man's work must be first class, for he is paid for skill efficiency.

The result is an excellent blend of perfect working parts, in modern, efficient Constellation Soda Water Fountain.

Every part entering into the making up of Constellation Soda W Fountains are made only from highest class materials and under the sonal supervision of the Fletchers.

Our Factories are equipped with only the best machinery money purchase and we are able to turn out a Soda Water Fountain wi reputation.

Our 1911 **Constellation Catalog** tells the whole story, and it wi forwarded on request.

Fletcher Manufacturing Com'y, Limit

440-442 Yonge Street, Toronto, Ontario

Largest Manufact'rs of Soda Water Apparatus in the British Em

oda Water Fountains



Combined in **Constellation Soda Water Fountains** are all the very st and modern improvements.

Constellation is in use in the largest and best appointed stores oughout Canada and are popular because of their great efficiency.

Our Catalog is worth having.

---

etcher Manufacturing Com'y, Limited

440-442 Yonge Street, Toronto, Ontario

rgest Manufact'rs of Soda Water Apparatus in the British Empire

ADVERTISING
YOUR SODA FOUNTAIN

We are using considerable advertising space in this journal to give you hones information about

"TRUE FRUIT" SYRUPS And CRUSHED FRUITS

and to offer suggestions which we hope will assist you in your SODA WATER business.

We believe you appreciate co-operation and quality, and for this reason we confidently anticipate your continued preference for "TRUE FRUIT" products.

No druggist or confectioner can afford to become a party to any kind of a deal in which quality does not predominate.

Quality goods and quality service are the surest guarantee of success.

The present demand is for a better grade of service and for products of the highest purity and quality at the Soda Fountain.

Good Soda Water and good service will do much toward giving you a reputation for quality throughout your entire business.

Get your trade to talking about the quality of your Soda, and don't forget to talk about it yourself.

OUR SPECIAL ADVERTISING OFFER

For several years the J. HUNGERFORD SMITH CO. have furnished their customers display signs which are not only attractive and beautiful as works of art, but practical and effective from an advertising standpoint.

They are designed for the special purpose of increasing sales at your Fountain, as we realize the more we increase your business the more goods you will buy from us.

Make these signs a special feature at your Soda Fountain, and see that they are used to the best advantage. They will arouse interest in the flavors and specialties offered.

Complete Set free with Orders amounting to $25.00 or more list.

ASK YOUR JOBBER

J. HUNGERFORD SMITH COMPANY, LIMITED

TORONTO . ONTARIO.

NEW REMEDIES, 1909-1910.

Notes for the use of Dispensers on the Products Introduced during the year ending Oct., 1910.

Acid Arsino Salicylic. Recommended as a substitute for atoxyl. Colorless needles melting at 300 degrees C., readily soluble in warm water and in alcohol.

Aldogene.—A mixture of chlorinated lime and paraformaldehyde, each supplied in separate packets; one of each is dissolved in water, formaldehyde being liberated. Disinfectant.

Amenyl. —Methyl-hydrastimide hydrochloride. Pale-yellow needles melting at 227 degrees C., soluble in hot water and in alcohol. An emmenagogue given in daily doses of $\frac{3}{4}$ to $1\frac{1}{2}$ grain, if necessary in conjunction with barbaloin.

Amynin.—A preparation containing the natural antiferments of trypsin and pepsin in combination with an antacid. Used in the treatment of gastric ulcers.

Antituman.—Sodium chondritin-sulphonate, a constituent of the arterial walls and of cartilage. Has been recommended for the treatment of cancer in subcutaneous injections of 0.1 gram daily.

Apyrol.—A mixture of 52.37 parts of antipyrin and 47.96 parts of quinine sulphate.

Argentamin-albumose.—Silver nitrate-ethylenediamine albumose. Contains 7 per cent. of silver; is readily soluble in water; the solution has an alkaline reaction. Used in 0.25 per cent. solution as an injection in gonorrhoea.

Argentol.—Silver oxy-chinoline sulphate. Contains 32 per cent. of silver. Used as a substitute for iodoform.

Aseptobiline.—A purified extract of bile obtained from the ox or pig. It is issued in the form of keratin-coated dragees containing 2 grains of the extract.

Bromophor. A preparation containing 25 per cent. of organically combined bromine in the form of di-brom-laricinolic acid. Used as a pigment in pruritus and erysipelas.

Carbenzym.—Charcoal treated with trypsin. Given in doses of one tablet every three hours after laparatomy operations, and to prevent the postoperative collection of gases. Also employed as a dusting-powder for indolent wounds.

Caulophyllin.— Tablets containing the active principle of caulophyllum thalictroides. Used in obstetric practice in combination with hyoscine, morphine, and cactine.

Cereprosin.—An organo-therapeutic preparation obtained by extracting the cerebellum of sheep (dried at 50 degrees C.) with ether.

Chinoline Sulpho-Salicylate. — $C_6\ H_3\ SO_3\ H.\ OH.\ COOH.\ C_9\ H_7\ N\ H_2\ O$, obtained by the action of molecular weights of chinoline and sulphosalicylic acid in the presence of water. White crystalline salt, slightly soluble in cold water, readily soluble in hot water and hot alcohol. Loses 1 molecule of water when heated to 110 degrees C.

Choleglycerin.—Glycerin containing the ferments of the pancreas and pepsin. Used in affections of the gall-bladder.

Cicatricine.—The name for the following solution: Thiosinamin 20, antipyrin 33, water to 100. Supplied in boxes of ten "sterules" ready for hypodermic injection.

Cojella.—A jelly-like mass consisting of 93 per cent. of castor oil with the addition of taste-correctives.

Cordol.—Tribrom-salol. Insoluble in water, with difficulty soluble in alcohol and in ether. A crystallin powder melting at 195 degrees C.

Cusol.—Citrate of copper rendered soluble by the addition of sodium chloride and sodium borocitrate. Supplied in powder, ointment and solutions; employed in ophthalmic practice.

Cycloform.—p-amido-benzoic isobutyl ester. A yellowish crystalline powder melting 65 degrees C. Placed on the tongue it causes a transcient loss of sensation. Slightly soluble in water, readily soluble in alcohol and in ether. Employed as a local anaesthetic in the form of a 5 or 10 per cent. ointment or as a dusting-powder.

Dedosal.—A physiologically standardized preparation of digitalis.

Digistrophan.—Tablets containing the active principles of digitalis leaves and of strophanthus seeds. Each tablet is equal to 0.1 gram of digitalis and 0.05 gram of strophanthus.

Droserin.—Tablets containing the peptonizing-agent and the active principle of various kinds of Droseraceae, with the addition of sugar of milk. Used in the treatment of whooping cough.

Ehrlich-Hata 606.—The di-hydrochloride of di-oxydiamido-arseno-benzol:

$$HCl.NH_2 \diagdown C_6H_3.As=As.C_6H_3 \diagup OH \\ \diagup NH_2HCl.$$

An antisyphilitic claimed to exert a specific action on the spirochetae by means of a single injection, which suffices to effect a cure. Special precautions are necessary in effecting the solution of this preparation, the object of which is to precipitate the free base by the addition of the strictly necessary amount of decinormal soda. The dose ranges from 9 to 10 grains.

Ergoval.—A physiologically standardized extract of ergot made by a special process from selected Spanish ergot of rye. One fl. dr. is equal to 60 grains of ergot. Dose: 10 to 30 minims, or 1 dr. in urgent cases.

Eucapren.—A solution of suprarenin 1: 5,000, with the addition of 1 per cent. of B-eucaine lactate. Used as a local anaesthetic and astringent.

Fenchyval.—Fenchyl-isovalerianic ester, an almost colorless liquid with a slight odor of valerian. Sp. gr. 0.945. Recommended as a sedative in hysteria.

Ferriodile.—Ampoules containing in solution 0.005 gram of cacodylate of iron; also pills of 0.025 gram.

Filicone. A principle obtained from Dryopteris spinulosa. Used as an anthelmintic in doses of 30 grains combined with castor oil.

Fulmargin.—Colloidal silver in solution for injections. Put up in ampoules of 5 c.c. Obtained by a special electric process.

Haemaformyl.—A combination of haematoxylin and formaldehyde for veterinary use. Given internally for gastric affections, and applied externally in the treatment of wounds.

Hegonon.—Ammonio-silver nitrate with albumose, obtained by treating ammonio-silver nitrate with albumose. Contains 7 per cent. Ag. Readily soluble in water, does not coagulate albumin in solution. Given in 0.25-per-cent. injections in gonorrhoea.

Hycol (medical)—A disinfectant and antiseptic containing 38 per cent. of phenoloids distilled from tar. Prepared for general disinfection with 28 per cent. phenoloids.

Hyperideal. — A technical improvement of Ehrlich-Hata 606. Is only one-third as toxic as the latter.

Iodolysin.—A compound of thiosinamin and ethyl iodide. Contains 43 per cent. of thiosinamin and 47 per cent. of iodine. Promotes absorbtion of fibrous tissue. Supplied in solution for oral use (dose : 30 to 60 minims), in ampoules containing 15 minims of hypodermic use, and as a pigment for local application.

Iodvaseline.—Obtained by the action of 4 grams of iodine on 100 grams of vaseline or liquid paraffin warmed on a water bath to 50 to 60 degrees C., and maintained at this temperature for four to five hours. A non-irritant iodine preparation.

Iron-saiodin.—Contains about 25 per cent. of iodine and 5 per cent. of iron, both combined with behenic acid. Supplied in tablets of $7\frac{1}{2}$ grains.

Kossam.—A preparation obtained from the seeds of Brucea Sumatrana, the active principle of which is said to be the glucoside kossamin. Recommended for the treatment of dysentery.

Kresosteril.—Pure meta-cresol-ortho-oxalic ester. Supplied in tablets containing 70 per cent. pure meta-cresol and 30 per cent. oxalic acid. These are readily soluble in water, the solution being used as a disinfectant. The action is based upon the decomposition of the preparation into its constituents on contact with water.

Macroty.—A name for Cimicifuga racemosa, used in obstetric practice.

Mensan.—An alcoholic extract from hazel-nuts previously deprived of their oil. Recommended doses of half-a tablespoonful daily in the treatment of uterine haemorrhage.

Muscusan. — Dibor-zinc diortho-oxybenzoate. Antiseptic and non-irritant bactericide.

Novocol.—Guaiacol-phosphate of sodium. Readily soluble in water, and has a pleasant taste. Employed in incipient tuberculosis, chronic bronchitis, and whooping-cough.

Novoiodin.—A mixture of equal parts of talc and hexamethylene-tetramine iodide. $C_6H_{12}N_4O_2$. A light-brown odorless powder insoluble in water. Liberates iodine and formaldehyde on coming into contact with wound-surfaces, the amounts being 32 per cent. iodine and 20 per cent. formaldehyde.

Organolin.—A preparation containing an organic compound of phosphorus.

Orphal.—B-naphthol bismuth. Used as an internal antiseptic.

Oxygenol.—A 3-per-cent. solution of hydrogen peroxide.

Oxyntin.—A compound of protein containing 5 per cent. of hydrochloric acid. Given in doses of 0.3 to 1 gram to promote digestion.

Peristaltin.—A water-soluble glucoside obtained from cascara sagrada, of the formula $C_{14}H_{18}O_5$. Readily soluble in water and in dilute alcohol. Acts as a laxative and is especially intended for subcutaneous injection. The action sets in some hours after administration.

Phenandyne.—A non-irritant preparation of phenol, particularly suited for dental work.

Phenoltetrachlorphthalein has been found to exert a slight laxative action when injected subcutaneously.

Pnigodin.—A remedy for whooping-cough, said to contain a hitherto unknown glucoside obtained by extracting a plant with a non-alcoholic medium.

Porcidin.—A vaccine for the treatment of swine-fever.

Pyrolin.—A disinfectant obtained by the action of magnesia on pyroligneous acid.

Radiogenol.—An emulsion of insoluble radium-bearing substance put up in ampoules. Used hypodermically for the treatment of tumours, etc.

Salochloral.—A mixture of salol and chloral hydrate employed as a hypnotic and also as an antiseptic.

Sarton.—A dietetic preparation (powder) for diabetics. Obtained from soya-beans after the removal of the carbohydrates and bitter-tasting bodies.

Scorogene. An extract from "Gelandr. cora." and "Glocopeltis tenax." Given at meals in doses of two to four teaspoonfuls of the granu-



The gum that is good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

Your customers want to know where to buy

WONDER-SHINE

Every day we receive enquiries about **WONDER-SHINE** – "Where can it be purchased? Who sells it in this town?"

Some of these enquiries are from your neighborhood.

Our advertising has interested these people.

They want to buy this new silver cleaner.

Mr. Dealer--We can only point out a small percentage of the trade you are losing each day by not displaying this new specialty prominently.

Hundreds of people read the advertisements and would buy if suggested by their dealer, but will not take the trouble to write,

Do not let your competitor reap all the **WONDER-SHINE** profits--50% clear on every package.

Keep a display carton ALWAYS in your window and one ALWAYS on your counter.



Suggest to your customers this new method of keeping the silver bright and beautiful.

A pleased customer will tell her neighbor---you reap the benefits.

If you haven't **WONDER-SHINE** in stock, ask your jobber for it or send for three dozen trial order. Write to-day.

HOUSEHOLD CONVENIENCE CO., Limited, Toronto, Ontario

Agents for Quebec and Maritime Provinces
NATIONAL DRUG & CHEMICAL CO.
Montreal, Halifax and St. John, N.B.

Agents for Manitoba and Saskatchewan
DAW & WYSSMAN CO.
67 Merchants' Bank Bldg., Winnipeg.

Agents for Alberta and British Columbia
DONNELLY, WATSON & BROWN, LTD.
Calgary, Alberta.

(C 69)

PAP SAG
Tablets
DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion."

This advertisement will appear in all the papers.

We have no salesman on the road to take up your time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal

Be Able to Fill Orders for

PINEX

The Big Selling Cough Remedy

This is one of the heavy sellers in the U. S. Now manufactured in Canada.

This remedy was designed by a Pharmaceutical Chemist to take the place of a thousand and one home-made cough remedies, upon which the druggist makes little or no profit.

These people are being educated to buy Pinex (50c) getting a better remedy, and paying the druggist a good profit.

Pinex has brought to the druggist a big volume of new business from people who would not buy an ordinary cough remedy.

It is a clean, meritorious pine-tar preparation. A quick repeater.

You can stock it safely. **The sale is guaranteed. Unsold bottles returnable at any time.**

Order a few bottles from any jobber. $4.25 per dozen. Retails at 50c.

The Pinex Co., - Toronto, Can.

fated preparation in the treatment of constipation (children half this dose).

Silin. Hexamethylenetetraminecitrosilicate, used in uric acid diathesis. Supplied as a mineral water containing 3 grains of silin in a litre.

Sodium Triticonucleinate. Employed in the treatment of tuberculosis. 180 to 300 c. c. of a solution of 0.4 gram of the salt in 40 c. c. of normal saline solution is injected intravenously.

Tannophen.—Chlormetacresol and formaldehyde, a substitute for iodoform.

Thilaven.—A solution of linalyl acetate-thiozonide and alkalithiozonate. The first is obtained by the action of sulphur on oil of lavender, and the second on sulphur in an alcoholic medium. Used for the preparation of sulphur-baths, as it is free from unpleasant odor.

Valerophon. A laxative. A compound of phenolphthalein and menthyl-valerianic acid.

Vasotonin. A combination of yohimbine and urethane. It lowers the blood pressure, and is therefore indicated in the treatment of arteriosclerosis. Supplied in ampoules for hypodermic injection.

Verase. A preparation of yeast consisting of 150 parts of chemically pure dried yeast, 125 parts of bolus, and 20 parts of sugar, with 3 parts of nutritive salts. Recommended for the treatment of gonorrhoeal affections and of suppurating wounds.

Zincochinol is oxy-chinoline sulphonate of zinc.

Zincopyrin.—A compound consisting of 1 molecule of chloride of zinc and 2 molecules of phenyldimethylpyrazolon. Has a less irritant action than chloride of zinc, which it is introduced to replace. Chemist and Drug. Diary, 1911.

PRACTICAL SUGGESTIONS.

Geo. W. Hague, Ph.G., in Meyer Bros' Druggist.

Keeping ground flaxseed in a drawer or barrel is not a good custom, and the wood absorbs the oil. Flaxseed should be kept in either tin, glass, or earthenware containers.

Prevention of breakage in glassware by heat. Test tubes, flasks, watch glasses and leakers can be made almost unbreakable if they be boiled in water and allowed to stand in the boiling water until cold.

Cleaning greasy utensils has been a hard nut to crack in this business. The average pharmacist usually uses sawdust which is good, but bran is far better. Bran is softer and has more absorbent properties than any other thing in this line.

Keeping Seidlitz Powders. Many pharmacists keep single doses of seidlitz powders in a drawer, where the air affects them. To have your seidlitz powders strong, fresh and fizzy, keep them in a chewing gum jar, and set the jar on a showcase, and notice how they sell, too.

When the drainage pipe clogs, which is a frequent occurence about the drug store, proceed as follows: Force a tight-fitting rubber hose down into the drain pipe, being sure that it is perfectly tight, connect the other end of the hose over the water faucet, and let the water run full force. This will force the dirt and muck out of the waste pipe.

Preserving Alcohol.—Many pharmacists purchase their alcohol in one-half and one-barrel lots at a time, and draw it off as wanted. When alcohol is allowed to stand in a barrel the evaporation and absorption by the wood amounts to considerable. When a barrel of alcohol arrives it should be syphoned into five-gallon glass demijohns and thus avoid evaporation and absorption

Removing glass stoppers which are stuck is a frequent and almost daily occurrence. If friction and immersion in hot water are of no avail, pour a few drops of machine oil around the stopper, it will easily work loose. It is well to instruct the boy when wiping shelf bottles, to loosen each stopper as he wipes the bottles. This prevents the stoppers from standing long enough to settle.

New mortars and pestles should not be used in compounding medicines until after they are properly treated. When they come out of the factory they are rough inside and might contain some soluble alkali on the surface. New mortars and pestles should be allowed to stand filled with a dilute acid for at least one hour; after this the mortar should be filled with water and triturated until both inside of the mortar and the pestle are smooth.

Care of Water Bags.—In selling hot water bags and fountain syringes, it becomes necessary at times to give customers a little instruction as to their proper handling; they should receive the following instructions: The bags should first be filled with cold water, and then emptied before being filled with hot water. It is advisable to leave a small quantity, say two ounces of cold water in the bag. This forms a cushion which prevents the hot water striking the rubber directly, and also prevents the melting of seams. A little space should be left at the neck of the bag and the water settled to come to the mouth, and thus expel steam. A vacuum is made and the pressure reduced upon the bag.

Two Kinds of Drugs.—When the pharmacist receives a prescription calling for quinine pills, he should dispense a different kind of pill than he sells by the five-cents worth; indeed, they should be of a different shape and coating, and not yellow like most quinine pills. Two kinds of sul-

phur should be kept in the drug store. Take commercial powdered sulphur, it is full of free sulphuric acid, and should never be used for internal use. On opening a barrel of epsom salt, the portion through the centre is clean, white and crystalline, and should be kept in glass, and sold for medicinal use at a higher price. That portion which is yellow, specky and dried out should be sold for horses and cattle at a lower price.

Keeping Gummed Labels, such as Shake Well, External Use and Poison, is rather troublesome in some climates, as they stick together and bend like a bow. The writer has spent vaulable time in separating these labels, to get one in a hurry. The best methods to keep these small labels is the following : Select some small mouth bottles with stoppers, and put these labels in these bottles and set on the desk. A label may be pasted on the outside of the bottle. By thus keeping these labels in glass and free from air they will not stick together. Other advantages in this method are : That the pharmacist can tell at a glance when his supply is getting low, and each label is in a separate bottle. Chewing gum jars are excellent for storing away the larger gummed labels.

A Stand For Round Labels.—When round labels are not properly kept they soon become dirty and wrinkled. The writer has devised a much better method for keeping round labels, as follows : Select four wooden cylinders of different sizes, make a slit from top to bottom in each one, and then nail or glue them to a heavy board. This slit is made in the compartments in order that the operator may get his thumb under the label when removing one. This stand should be sand papered and painted. The illustration will give the reader at a glance, a clear and concise idea, if they should desire to make one.

PRESERVATION OF TINCTURE OF IODINE

Hugenholtz states (Revue pharmaceutique des Flandres) that upon placing a tincture containing 9.71 grams of iodine in 100 grams of 95 per cent. alcohol in white glass bottles entirely and partly filled, and keeping them four weeks, he found that, at the end of that time, the tincture in the full bottles analyzed 9.22 grams iodine per 100 grams alcohol, while that in the half-filled bottles analyzed 9.25 grams. At the end of six months the analyses showed 8.18 and 9.20 grams of iodine respectively. On replacing the white glass by amber, like results were obtained at the end of four weeks ; at the end of six months the tincture in the filled flasks showed 8.17 grams of iodine, and that in the partly filled flasks 8.68 grams. He concludes from his experiments that tincture of iodine should be kept in partly-filled bottles, in the light, and that it should not be used after being kept for more than four weeks. This would, of course, necessitate the making of the tincture in small quantities.

THE MANUFACTURE OF TABLETS.*

By W. Mosley, M.P.S.

We may divide the process required before tablets are produced into five sub-divisions, viz.:— Trituration, mixing, granulating, and drying, lubrication and compression. It is quite unnecessary for me to give any particulars with regard to trituration and mixing, as we all are acquainted more or less with the art. It is absolutely important that powders previous to granulation should be reduced to a fine state and passed through a No. 60 sieve. This ensures for the resulting tablet a uniform appearance, and obviates the mottled surface sometimes found when substances have not been ground sufficiently. Beyond making certain that the ingredients are thoroughly sub-divided, there is little more to add on this heading.

Granulation :—The exercise of particular care at this stage will be rewarded with success. Many substances allow of compression without any further treatment, with the exception of the reduction to granules of equal size, such ingredients as Pot. Chlor., Pot. Brom., Ammon. Brom. Urotropin, and many other well-known salts. Needless to say, there are such an infinite variety of drugs and formulae which are now compressed into tablets that it is with difficulty rules can be formulated to apply generally. Hence we find ourselves face to face with the fact that a great many require special treatment, and the only guide we possess is practical experience. Granulation is accomplished by moistening the powders with a suitable liquid, mixing and shaking or forcing the slightly damp mass through a sieve (Nos. 12-20), and drying. The method of the introduction of the liquid varies. Some authorities advocate that it should be added in one portion, and the powders mixed until thoroughly damp, the required amount for a given batch being previously ascertained. For such ingredients as acetosalicylic acid, phenacetin, and most organic compounds this way is the quickest. Another method which answers admirably in the case of vegetable powders and extracts and certain mineral salts is that of spraying on the moistening agent until suitable granules are formed. An ordinary garden spray answers the purpose well. The distinct value of this process is

The Pure Food Law
prohibits the sale of any but strictly pure

Special Prices when ordered in bulk packages.

EXTRACT
. VANILLA .

WYETH'S represents the True Flavor of Choice Vanilla Beans

FREE FROM ANY ADULTERANT

PURE AND WHOLESOME

JNO. WYETH & BROTHER

INCORPORATED

Philadelphia, Pa.

WHETHER YOUR SODA F

WE ARE AT



FRONT VIEW

TH

ALTHOUGH we designed and built the largest Soda Water Fountains that are at present b particular wants, we find that such a Soda Fountain, as is illustrated above, would fill ex to our long list of Soda Fountains. It is not necessary to enumerate the many features the workboard arrangement is. The Draught Standard is arranged with "Brazeau" Onyx draug interior. Both styles of shades are wired for electric light.

As to the material used and labor employed in the construction of this fountain, we best. We have a limited number of these fountains in stock which we offer to the trade, subject supply will not last long.

J. J. McLaughlin Limit

NESS IS BIG OR SMALL
R SERVICE



VIEW OF WORK BOARD

anada, we have not over-looked the needs of the smaller merchants. In studying their ents of a great many in the business. This is the reason why "The Lillooet" has been added ppeals to a soda dispenser. The view of the interior shows plainly what a convenient lay out ith tulip shade, as shown in the front view, or, with fringed shade, as seen in the view of the

it is on a par with that which we use in our most expensive apparatus. Everything is of the f you are interested in this type of Soda Fountain, communicate with us at once for the

- Toronto, Ont.

Christmas Holiday Gifts

FOR IMPORT

No Centre in the Dominion presents so attractive and fair a field for buying Christmas Fancy Goods as our Import Warerooms. In overflowing ranges and admirable assortments, in countless forms of what is new and desirable, and the unquestionable advantages offered in "lowest Import prices"---for acceptable goods---

WE STAND FIRST

Here are many specimens representing the brains of the civilized world: Toilet Articles, Brushes, Mirrors, Manicure Sets in fancy woods, exclusive lines of Soap, Perfume, and other sundries too numerous to mention. Our goods are always fresh and interesting---never seen before; never old stock. Time available is only a matter of days. The first opportunity of seeing this colossal stock should not be passed.

MAKE YOUR APPOINTMENT EARLY

Warwick Brothers & Rutter, Limited

Toronto

the tendency to add too much fluid is minimised and the application of moisture can be better regulated. The granule is also more even and uniform. In the building of a formulae we must take into account what is most desirable in the way of excipient, just as we would in the manufacture of pills. The excipient should be composed of substances which, when incorporated, will impart to the granule the necessary and proper qualities for that special tablet. We may regard the excipient as being any substance other than the medicament. This allows to divide it into five classes :—(1) Moistening agents ; chief water and alcohol. These seldom enter the composition alone, but are used along with other excipients. (2) Adhesives, the most important being acacia, tragacanth, flour and dextrin, glucose and cane sugar. Each possesses individual advantages. Acacia and tragacanth are best introduced in the form of mucilage, although they are used in many instances in the powder form. Acacia should be used always in conjunction with starch, as it would otherwise produce too hard a granulation, and disintegration is rendered difficult. Cane sugar is extremely useful where the finished product is soluble in water. Gelatin occasionally finds it way into some tablets, as, for instance, sodium salicylate.

Bases :—It is desirable that substances of such a nature as Hyd. Subchlor., Hyd. c. Cret. should be diluted with some inert substance and made into a trituration previous to granulation and compression. Cane sugar, milk sugar and yellow dextrin are of great service as bases. An ideal base is a mixture of equal parts of cane and milk sugars, milk sugar alone being especially serviceable for substances possessing more or less adhesive qualities or for hygroscopic chemicals. It tends to correct these these properties, which we may term faults in granulation.

Disintegrator :—Starch, preferably of the potato variety, is practically the only one available. The amount introduced varies considerably, sometimes as much as 15 to 20 per cent. entering into the granulation. It may be mixed as a powder with other ingredients, or enter into combination as starch paste, or added to the dried granule before compression. To obtain a rapid disintegration of a tablet, it is advisable to incorporate as much of the starch as possible. This ensures the breaking up of the granules of the finished product when placed in water, whereas, if added to granules in powder previous to compression, partial disintegration only results, and the granules remain intact. It is necessary that it become a component part of the granule itself, otherwise it is questionable as to whether the medicinal activity of a tablet is any more than one which entirely fails to disintegrate.

Absorbents :—Magnes. Carb., Magnes. Calc. Pond., Calcii Phosph., and starch are required for hygroscopic substances, extracts, etc. It is necessary to free the granulation from powder by continual sifting, and granulating the sifted powder.

Lubrication : Before subjecting the granulation to compression it becomes necessary to add a lubricant. This prevents the tablet sticking to the dies and punches. P. Cret. Gall. is one of the best. It is mixed in various quantities. From $\frac{1}{4}$ to $\frac{1}{2}$ oz. to 1 lb. is the general proportion. For vegetable extracts, mineral compounds, organic substances, it proves quite excellent. Boric acid is invaluable where tablets are soluble. Liquid paraffin is effectual in cases of sticking. Some few years ago Messrs. White and Rodwell introduced theobroma as a lubricant, and for many substances it possesses distinct advantages. If used in too large a proportion and incorporated with the granule it is apt to form a soft granulation, and consequently addition of some adhesive is necessary. Again, in a tablet which we desire to disintegrate quickly, the process is retarded. However, the tablet made with this method gives a good appearance and finish. Should a formula contain an essential oil, it is best to spray this on the granulation previous to placing in the machine, allowing it to stand in a dry place for a short time until it thoroughly permeates the batch, then compress. This acts in many instances as a lubricant. Ethereal solutions of stearin and hard paraffin have been used, but possess distinct disadvantages, and should not be advocated as lubricants.

Compressing :—Briefly we will deal with some of the difficulties found under this heading. Having adjusted the machine to run off a certain tablet, the weight of several should be tested after the machine has been running for some time, and we may find that the weight varies from the original. This may be the fault of the adjustments becoming loosened or unlocked, or in some machines, the bottom punches stick in their socket, failing to drop accurately with each revolution. The fault is possibly due to improper cleaning ; the remedy is obvious. Imperfect feeding may be the cause of the variation in weight. This doubtless is owing to faulty granulation, either too coarse, too fine, too soft, too much powder or insufficiently dry.

Pressure :—Discretion should be used with reference to the amount of pressure necessary for each individual batch of tablets. If intended to be dissolved slowly on the tongue, compress hard. In other cases it only requires sufficient pressure to allow the tablet to withstand abrasion when subjected to ordinary handling in sift-

ing, bottling and dispensing. Too much pressure retards the property of disintegration.

Capping :—A term applied to the splitting off of the upper surface of a tablet. Sometimes it is the source of great annoyance, for tablets may appear perfect when leaving the machine, and, after being bottled, become capped. This should be guarded against by shaking about a dozen tablets in the hollow of both hands vigorously. Should they remain intact after a few seconds of this treatment we may consider them safe from capping. Worn upper punch or die may sometimes be the cause ; too much pressure, damp or soft granulation. The chief cause is the presence of too much powder in the granulation. The only remedy is to sift this out, and granulate. Some substances, such as acetanilide, are particularly prone to cap. The following methods may sometimes remedy this evil. Spray 1 per cent. solution of glycerin in 60 per cent. alcohol on granulation, and allow to stand for a few minutes in dry atmosphere, then compress.

Picking :—This term we apply to the adherence of a granulation to the surface of a punch. Lubrication will not always overcome picking. The punches should be kept polished if possible and clean. As a rule, the granulation is damp, thus failing to leave the punches clean. Too soft granulation and too much powder may have some little share in this trouble.

Sticking is applied to the adherence of a granulation to the inner surface of a die during compression. The causes are much the same as those which occasion picking.

REACTION BETWEEN SALOL AND OTHER CHEMICALS.

R. J. Wotring, (Amer. Jour. Phar.) made a number of experiments with mixtures of salol and other organic substances, and he reports the results as follows :

Salol and menthol mixed in proportion of one molecular weight of the former to three of the latter, or three of the former to two of the latter yield a dry powder. Two molecular weights of salol to three of menthol give a moist powder, while, when mixed in equi-molecular proportions a liquid results. Salol and camphor yield pasty masses or liquids, according to the proportions in which they are mixed. With phenacetine, antipyrine or salicylic acid, salol gives dry mixtures ; the addition of a little camphor causes liquefaction.

Salicylic acid and camphor give dry mixtures. Mixtures of salol and thymol liquefy except those in the proportion of three molecules of salol to one of thymol and one of salol to three of thymol, which give a pasty mass. One or three molecules of salol to two of chloral hydrate form moist powders ; mixtures in other proportions are dry powders. Salol and resorcinal remain dry in all proportions. Salol gives a dry mixture with acetanilid, which liquifies on the addition of antipyrine. With beta-naphthol, pyrogallol, sodium salicylate, antipyrine or resorcinol, salol mixes dry. A pasty mass results when salol, antipyrine and resorcinal are mixed together.

BAKING POWDERS, ETC.

The sale of Baking Powder by druggists has proved to be not only a good business one from the profits realized from the sale of the article, but also an excellent drawing card appealing as it does to the woman of the household who is always the main purchaser of articles of this kind and who is wont to prefer the preparation of "her own druggist."

There are various classes of baking powders. Those which contain cream of tartar and those into which phosphate of lime enters as one of the component parts, and those which contain alum, and others which have neither cream of tartar nor alum. The best formulae, we believe, contains cream of tartar and bicarbonate of soda, and this baking powder usually gives the most satisfactory results. Besides, these powders containing cream of tartar keep longer than those made with tartaric acid and in the dough carbonic acid is more slowly and steadily evolved than when tartaric acid is used.

The manufacturer of Baking Powders cannot be too careful in its preparation, as the ingredients must be thoroughly dry, reduced to a very fine powder and perfectly mixed in order to obtain the most satisfactory results, and when completed the mixture should be packed tightly into bottles in order to protect it as far as possible from moisture.

We also give a few formulas for other "kitchen goods."

Baking Powders.

1.—Tartaric acid..... 1 lb.
Cream tartar..... 2¾ lbs.
Sodium bicarbonate..... 3¼ lbs.
Corn starch..... 6 lbs.

2.—Powd. tartaric acid..... 8 parts
Sodium bicarbonate..... 9 parts
Rice Flour..... 10 parts
Teaspoonful to every pound of flour.

3.—Powd. tartaric acid..... 7 parts
Sodium Bicarbonate..... 8 parts
Magnesium carbonate..... 3 parts
Farina..... 6 parts
Rub through a sieve.

4. Powd. tartaric acid..... 2 parts
Sodium bicarbonate..... 1 parts
Rice Flour..... 3 parts

WILSON'S
FLY PADS

Are in their season the best advertised goods sold by the retail Drug trade.

PROFITS

Your profit on single boxes, is 66⅔ per cent.
On three box purchases, 75 per cent
On five box lots, about 85 per cent.

The retail Drug trade have shown their appreciation of these facts by taking an increased interest in WILSON'S FLY PADS each season.

Archdale Wilson

Hamilton Ontario

Plaster Won't do for the Modern Store

Storekeepers of to-day won't be bothered with plastered walls. They are a nuisance and endless expense. Plaster is always cracking and falling down. Business is interrupted to make repairs. Goods are sometimes ruined by dust and dirt. Plaster must be tinted, painted, or papered every year or two, which eats up the profits. No! the modern business man knows that

GALT
ART METAL
WALLS and CEILINGS

are the ideal interior finish. They are water, fire, and rat proof. They last for all time—never need repairs—are kept fresh and clean merely by wiping with a damp cloth—never crack or fall down—do not discolor with age.

"Galt" Art Metal Walls and Ceilings are made in hundreds of designs eminently suited for stores of all kinds, which may be put on over present walls without dirt or inconvenience to business.

Our designing Department is at your service to solve your re-building problems. Write us for full information—also for free copy of our booklet A-3.

GALT ART METAL Co'y, Limited
Galt Ontario

Canadian Druggists !!

YOU GET FULL PROFITS ON *Nature's Remedy*
REG. U.S. PAT. OFFICE
NR - TABLETS - NR

WRITE TO-DAY for our Special Proposition. It's a live one—one that will make good and do it quick.

TO PROTECT YOUR PROFITS

We have discontinued selling Nature's Remedy through Jobbers, and all orders will be filled direct, prepaid.

PERSONAL.—If you have never used Nature's Remedy, we would like to send you a box free for personal use. It is the most satisfactory laxative on the market and is used and recommended by thousands of the best druggists the world over. Let us show you. Write for free box and proposition. **DO IT NOW.**

The A. H. Lewis Medicine Company

ST. LOUIS, MO. **SMITH'S FALLS, ONT.**

5.—Powd. tartaric acid..... .... 6 parts
Sodium bicarbonate, dry... ..... 8 parts
Magnesium Carbonate..... .... 2 parts
Powdered Turmeric..... .... 1 part

6.—Sodium bicarbonate..... .... 1 parts
Cream of tartar..... .... 9 parts
Starch..... .... 7 parts

7.—Pure grape cream of tartar... ...3 pounds
Sodium bicarbonate... ... ...1½ pounds
Corn starch..... ....1½ pounds
Tartaric acid..... ... . 1 ounce
Use two teaspoonfuls to one quart of flour.

Tartrate Baking Powder.

8.—Sodium bicarbonate..... ... . 16 parts
Potassium bitartrate..... .... 46 parts
Starch, sufficient to make..... ...100 parts
This powder liberates 7 per cent. of carbonic acid gas.

9.—Sodium bicarbonate..... .... 20 parts
Potassium bitartrate..... .... 55 parts
Starch, sufficient to make..... ...100 parts
Available carbonic acid gas is equivalent to 10 per cent.

Phosphate Baking Powder.

10—Sodium bicarbonate... ... ... 25 parts
Acid phosphate of lime, anhydrous..... .... 37 parts
Starch, sufficient to make..... ...100 parts
Available carbonic acid gas of this powder is 12 per cent.

Alum Baking Powder.

11—Sodium bicarbonate..... ... ... 18 parts
Ammonia alum, anhydrous ..... 15 parts
Starch, sufficient to make..... ...100 parts
Available percentage of carbon dioxide is about 8 per cent.

12—Tartaric acid..... ....18 ounces
Sodium bicarbonate..... .....20 ounces
Ground rice... ....2 or 3 pounds

Easter-Bun Spices.

Three formulas for these spices are given in Pharmaceutical Formulas.

London.

Nutmeg..... ....6 ounces
Mace..... ....1 ounce
Red pepper..... ....2 ounces
Cinnamon..... ....4 ounces
Ginger..... ....8 ounces

Provincial.

Mace..... ....2 ounces
Ginger..... ....1 ounce
Oil of cloves..... ... .6 minims

Scotch.

Ginger..... ....5 ounces
Coriander..... ....5 ounces

Worcestershire Sauce.

Best vinegar..... ....2 pts.
Sherry..... ....1 pt.
Powdered allspice..... ....2 drs.
Powdered cloves..... ....1 dr.
Powdered black pepper..... ....1 dr.
Powdered ginger..... ....1 dr.
Powdered cayenne..... ....1 dr.
Powdered mustard..... ....2 ozs.
Salt..... ....2 ozs.
Shallots..... ....2 ozs.
Moist sugar..... ....8 ozs.
Tamarinds..... ....1 ozs.
Curry powder..... ....1 oz.

Let all the spices be freshly powdered. Simmer all the ingredients gently for one hour, adding sufficient vinegar from time to time to replace that lost by evaporation; then add a little caramel to give the required color, and allow to stand for a week; then strain and bottle off.

Formula for Curry Powder.

We give a formula which has been tried and found excellent.

Coriander seed..... .... 72 parts
Turmeric..... .... 20 parts
Ginger, freshly ground..... .....100 parts
Cumin seed..... .... 4 parts
Black pepper..... .... 12 parts
Poppy seed..... .... 20 parts
Cinnamon..... .... 1 parts
Garlic..... .... 2 parts
Nutmeg..... .... 2 parts
Cayenne pepper..... .... 1 part
Grated cocoanut..... ....500 parts

Mix thoroughly. The addition of a little asafoetida improves curry powder—but that is a matter of taste.

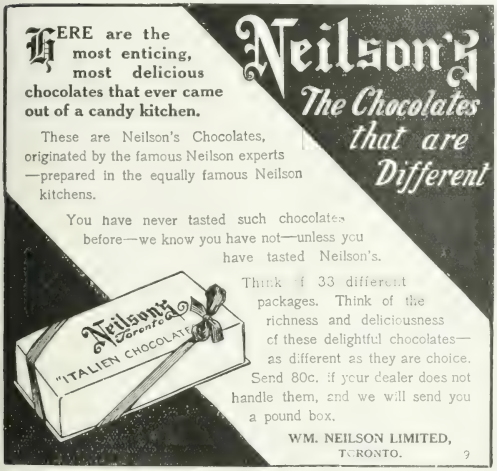
Milk-jelly.

Invalids who require a milk diet and who exhibit a dislike to milk may be given the following jelly: Boil a litre of milk with 500 grams of sugar and keep at the boiling point for ten minutes. When cool add 30 grams of gelatin previously dissolved in a cupful of water, the piece of a lemon, and three glasses of white wine.

TINCTURE PIPERIS NIGRI FORTIS.

The above is the name given to a preparation devised for the treatment of drink craving. The suggestion originates with Sir James Sawyer, who communicated a short article on the subject to the current number of the Prescriber. Having learned that in some of the poorer districts of London that it is usual for dipsomaniacs, when their funds fail them for vinous drinks, to solace their cravings very successfully by means of an infusion of black pepper, Sir James Sawyer takes the obvious therapeutic hint, and suggests a Tincture Piperis Nigri Fortis analogous with the Tinctura Zingiberis Fortior of a former British Pharmacopoeia. The dose of this is given as 5-20 minims. Whether there is any particular advantage in the use of black pepper over capsicum it is for medical men to say. The one medicament is probably as good as the other as a stimulant, but there must certainly be a preference for pepper, since it has both flavor and pungency, and, moreover, a pleasant flavor; while capsicum, although very pungent, is poor in flavor, and that by no means enticing. Then, again, the question of the advantage of a fresh infusion over an "infusion" made from a concentrated preparation arises, since the tincture suggested is meant presumably to be given diluted. A fresh infusion of black pepper would assuredly be more fragrant and acceptable than a dilution of such a tincture. Nevertheless, a tincture of this kind must have its advantages. — Pharm. Journal (Eng.)

How We are Helping You to Sell



Neilson's Chocolates

Here's an advertisement that is selling Neilson's Chocolates for several hundred Druggists all over Canada.

Neilson's give you something exclusive—something that no other dealer in your neighborhood can offer—and something on which you make a good steady profit.

We give you not only the finest Chocolates made in this or any other country, but also the very best advertising to sell these chocolates for you.

OUR IMPORTANT OFFER.

Upon request, we will send any Druggist in Canada a liberal sample of Neilson's Chocolates—all charges paid.

We urge your immediate response to this offer as it is only open for a limited period.

"The Chocolates that are Different."

WM. NEILSON Limited Toronto

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA



METAL FURNITURE

Chairs, Tables, Fountain Stools, Combination and Tete-a-tete Sets.

Everything in this line to properly equip your store and provide your Trade with suitable accommodations.

Write for Prices and Catalog C

The Chicago Wire Chair Co.
122 Ontario St., Chicago, Ill.

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND
UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford
WHOLESALE DISTRIBUTORS FOR CANADA

HORLICK'S MALTED MILK

At All Fountains

Whether Cold or Hot, Horlick's Malted Milk is always a favorite beverage.

It is Delicious, Satisifying, Nourishing, and its value is appreciated by pleased customers.

No drink, whether hot or cold, is as good as it can be unless some Horlick's Malted Milk is in it.

Booklet, Direction Cards and Advertising matter sent to all fountains on request.

HORLICK'S MALTED MILK CO.
Racine, Wis.

GILMOUR BROS. & CO., Sole Agents, MONTREAL

The Name

Queen City

on a piece of Rubber Goods—or on the package—means something. It is

Our Guarantee

that the article is well made, of the best material, has been thoroughly tested and will give perfect satisfaction if properly used.

DIXON-WILSON, Limited.
66 Spadina Avenue . . TORONTO, ONT

THE MERCANTILE AGENCY

R. G. DUN & CO.

ESTABLISHED 1841

222 Offices (15 in Canada)

Rates of subscription quoted on application

W. C. MATTHEWS, Toronto, Canadian Gen. Man.

Canadian Offices at Toronto, Halifax, Hamilton, London, Ottawa, Quebec, St. John, Montreal, Winnipeg, Vancouver, Calgary, Edmonton, Saskatoon, Regina, Victoria.

THE AIR BRUSH IN MAKING SHOW CARDS.

The druggist who desires more striking and elaborate show cards than are usually prepared in this line will find the air brush a valuable addition to his card lettering outfit. Beautiful panel and shaded letter effects may be produced by this instrument, and it is in use by many retailers, especially throughout the clothing and furnishing goods trade. Soft and graduated tones, not obtainable by other means, lend a pleasing effect to the sign or price card.

The numerous air-brush devices on the market range in price from $3.50 to $100, some of the latter being elaborated by the addition of the gas-pump and large tank to make the cost as high as $250 to $300. Some of the cheaper kind are operated by hand pressure on a rubber bulb, after the manner of the well-known cologne atomizers. Others are used by pumping air into a small tank, using either the foot or one arm while operating, and having another person to perform the labor, while the artist uses the brush.

Unless our readers have considerable work of this class in mind, however, we would advise them not to incur the expense of such an outfit, which would entail an outlay of about $15.

The panel or frame effect which gives a striking setting for the lettering is produced by placing over the cardboard a pattern cut out with the mateutter from another piece of cardboard. By following the edge lines of the piece of cardboard which is cut, closely spraying the color of the air-brush, so that it strikes part of the pattern and part of the card, you can within three minutes obtain the desired result, which makes it appear as though the panel was somewhat raised from the card on which it is depicted. By taking the cut-out pattern and placing it on another card, and following the same instructions with the one exception that you intensify the shadows on the left upper half and left side, you will then make it appear as though your pattern were framed in a clearly cut mat or frame. It should be remembered that all similar patterns which are used for air-brush work should be heavily weighted with a piece of lead or iron to keep them in position, as well as to keep the edges of the design close down to the cardi thereby preventing the color from being blown in between the pattern and the sheet, which causes a blurred effect, and spoils the design. In doing lettering the usual method is to boldly mark out the letters with a soft pencil. If your letters are to be shaded to the right or left you proceed by placing your brush within two and one-half inches of your "layout," following the lead-pencil marks carefully and gradually spreading the spray by raising your hand from the paper and increasing the pressure on the knob. A little practice will soon enable you to get the desired effect. When the spray is dry, which takes but a few minutes, you go with a regular brush over your lettering in white or any color that you desire to cover and fill in the lead-pencil marks which were first written, and which clearly show through the spray. Your sign will then be complete in every detail, with shading outside the letters.

The air-brush is of great importance in forming artistic shadows and effects, called high lights, when it is used in spraying embossed work, bas-relief, and all raised surfaces, be they of plaster, wood or other material. Where numerous signs of one design are required, the air brush is invaluable, saving a great expense and much time. The method employed is to cut out the scroll or mat design, no matter how large or small it may be, and spray the edges of all the open work of the pattern. In this manner a full sheet pattern 22x28 inches can be completed in five minutes. Aside from this benefit, each sign will be exactly the same.

THE LOGICAL AND ECONOMICAL WAY TO REACH THE RETAILER.

In an address delivered before the Chicago Advertising Association on the advantages of using trade papers, Mr. John A. Tenny brought out the following facts :

"The most vital factor in a manufacturers success is distribution, and with few exceptions this means the retailer, but in a great many advertising campaigns he is ignored entirely. The agency man says : 'Create the demand and the dealer will be forced to stock your goods. They have repeated this so long that the advertisers believe the dealer is a man to be forced and bullied. It is true that they may force some articles on the dealer by such methods, but they cannot force them off his shelves. Make no mistake, the dealer controls the situation in his home town and can sell your goods or keep them under the counter.

The dealer has a great deal of self respect and does not care to make himself a tool for some manufacturer, in pushing the sale of his goods without being asked for his co-operation.

Assuming the product is right, the first step in an advertising campaign, to my mind, is to interest the dealer and make him a loyal representative. So that he will assist in creating the demand when your general advertising campaign starts.

The 3 ways to reach the dealer are the trade paper, the letter and the salesman. You will find the trade paper and the letters the less expensive.

Dealers want to know whether the established price will give them a good profit, whether the manufacturer intends to prevent price cutting, and whether the advertising will be continuous.

You can gain his good will through his favorite trade paper for the reason that he has confidence in it, and if they will tell your story for you in the language of the trade it will make your work of introducing your product very much easier. Not only that, but your trade paper advertising will do this for you.

It will gain the dealers good will.

It will cut your salesman work in half and they can double their sales as the sale is half made before your salesman calls.

It will teach the dealers the talking point of your product and how to create the demand.

It will make dealers familiar with your name and location.

It will build up the prestige of your firm.

It will inspire confidence in your firm and your methods of doing business.

It will go behind the doors that are locked to your salesmen.

The trade paper is the logical and economical way to reach the retail dealer. If you have anything to tell the dealer, talk to him straight from the shoulder in his trade paper, and the returns are bound to come in.

I wish to state that I believe more advertising failures are caused each year by goods being extensively advertised before the matter of DISTRIBUTION has been properly attended to than from any other cause. These failures will be reduced when the advertising agents begin to see trade and class papers as little more, and the prospective advertisers refuse to be blind-folded by having other minds do their thinking.

HOW LIFE LOOKS.

To the Pessimist.

Keep out.
Dangerous.
No smoking.
Beware of the dog.
Keep off the grass.
Elevator not running.
Don't feed the animals.
Trespassers will be prosecuted.
Not responsible for hats and coats.

To the Optimist.

Come in.
Take one.
No collection.
Admission free.
You are invited.
Strangers welcome.
Ask for free sample.
No trouble to show goods.
Let us "feather the nest."
Money back if not satisfied.—Life.

TO ABSOLUTELY KNOW THE COST.

Charge rent if you own the building used in business, same as if rented from others.

Charge a salary for yourself as owner.

Charge interest on the total investment used in business, exclusive of real estate.

Charge off depreciation on all goods carried over on which there is a possibility of having to sell for lower than regular retail price.

Charge off depreciation on all store fixtures which suffer from wear and use.

Charge donations when paid for from the business.

Charge all fixed expenses, such as taxes, light, heat, water, insurance, &c.

Charge all incidental expenses, no matter how small.

Charge off losses from all sources, collection of accounts, waste and breakage.

When this has been done the totals will represent the cost of doing business.

Divide this total by the total cost of goods laid down on your store floor, per dollar. Add this same ratio to the delivered cost of other goods coming in.

The last figure shows to an absolute certainty what the goods cost you delivered to the buyer. Then add the profit you desire to make.

Keep this advice constantly before you; heed it—use it. The results will make for you a prosperous year and a relief from uncertainty as to the profits secured.

LIQUID FOR USE IN BORING HOLES IN GLASS.

The following solution is preferred by the author to all others for the purpose of filing and boring holes in glass:—10 Gms. of camphor is dissolved in 100 mils of ordinary crystallisable benzene; to this liquid 30 Gms. of sweet almond oil, or olive oil, is added, and the whole thoroughly mixed. With this medium glass may be filed or bored very quickly, and it has the advantage of being easily and completely washed away from the parts operated on by means of benzene.—G. Deniges (Bull. de la Soc. de Pharm. de Bord.)

SAVED HIS LIFE.

A story is told of an Englishman who has occasion for a doctor while staying in Peking.

"Sing Loo, greatest doctor," said his servants; "he savee lifee once."

"Really?" queried the Englishman.

"Yes; me terrible awful," was the reply; "Me callee in another doctor. He giveee me medicine; me velly, velly bad. Me callee in another doctor. He come and give me more medicine, make me velly, velly badder. Me callee in Sing Loo. He no come. He savee my life." Birmingham (Eng.) Post.

REALITY

The following Saleable Goods may be procured from

THE COPP CLARK Company, Limited

"CRUCIBLE" STEEL PENS.
Once used, Always used.

18 popular styles adapted to use of all correspondents.

SEND FOR DESCRIPTIVE PRICE LIST.

EYE SHADES.
Special 10 cent Line.

No. 2 Celluloid - - - - 75c per dozen

THIS IS A SNAP.

ART GUM.

The Cleanser.—It renovates Gloves, Jewelry, Leather Goods, Chinaware, Pictures, Books, Wall-paper, etc., etc.

Put up in attractive Display Boxes.

PRICES AS FOLLOWS:

1x1x1 in. tubes	- - - -	$3.95 gross
2x1x1 "	- - - -	9.00 "
3x2x1 "	- - - -	1.60 per dozen.

BLOTTING PAPER.

"EYESIGHT."—Made in Green Only.

Easy on the eyes. —No harmful reflection from it. Size of Sheet 19 x 26 inches.

Price - - - - - - 75c per quire.

SEND FOR SAMPLE.

MOORE PUSH PINS.

Two sizes — Transparent Crystal Glass Heads — 6 Pins in Display Carton.

No. 1 and No. 2 - - - - 80c doz. cartons

INCREASING DEMAND FOR THESE.

PAPER FASTENERS

In neat Metal boxes, containing one gross, with sharp points. Most useful sizes.

Price - - - - - - $1.20 doz. boxes

PENHOLDERS AND PENS.

No. 310. - Counter Display Case contains three-dozen penholders and one gross pens, assorted, most useful patterns.

Price - - - - - 90c each case

FLAGS

For CORONATION and other DECORATIONS, 10 sizes. Made in Dominion Ensign, Union Jack, etc., etc.

SEND FOR DESCPIPTIVE ILLUSTRATED PRICE LIST.

We have in stock Complete Lines of Imported and Manufactured Stationery. All particulars as to any Goods required will be sent on application.

WE WANT YOUR ORDERS

The Copp Clark Company

LIMITED

Toronto

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

Pharmacy

KAOLIN POULTICE.

A very smooth, desirable product, superior to the U.S.P. Cataplasm is made as follows :

Kaolin	550 grams
Glycerite of boroglycerin	261 grams
Glycerin	181 grams
Methyl salicylate	2 grams
Thymol	0.5 gram
Oil of peppermint	0.5 gram

Heat the kaolin for an hour at 212 degrees F., mix with the boric acid, then the glycerin and boroglycerin, and finally the thymol dissolved in the methyl salicylate and peppermint oil. The mass is well beaten to make it homogeneous.

The glycerite of boroglycerin is made by heating boric acid 31 grams in 46 grams of glycerin until dissolved, and making up to 100 grams with glycerin.—Dr. P. E. Hommell, before N. J. Pharm. Assoc.

INCOMPATIBILITY OF COCAINE AND MERCURIC OXIDE.

Maurin (Rep. de Pharm) states that a patient who had been inuncted with an ointment of cocaine hydrochloride and mercuric oxide in a base of vaseline, suffered intense pains. The cause was traced to corrosive sublimate, which had been produced by the interaction of the cocaine salt and the mercuric oxide. An experiment was then made with an aqueous suspension of yellow oxide of mercury and cocaine hydrochloride, when the formation of corrosive sublimate was demonstrated. The reaction does not take place so readily with red-oxide of mercury.

DEODORIZED IODOFORM.

The following are some of the mixtures known under the general name "deodorized iodoform.":

1.—Iodoform	197 parts
Carbolic Acid	1 part
Oil peppermint	2 parts
2.—Creolin-Pearson	2 parts
Iodoform	98 parts
3.—Cumarin	1 part
Iodoform	21 parts
4.—Oil Rosemary	1 part
Iodoform	99 parts
5.—Thymol	1 part
Iodoform	99 parts
6.—Iodoform	90 parts
Powdered fresh roasted coffee	1 parts

IODISED VASELINE.

This preparation is made by mixing one part of iodine with 25 parts of vaseline or liquid paraffin on a water bath for four or five hours at a temperature of 50 to 60 degrees C. Iodised vaseline is of a black color, and is stated to be free from irritating action when injected into the tissues of the body.

IODOFORM OIL.

Paris writes in L'Union Pharmaceutique that the following formula gives the best results in the making of this preparation.—Nat. Druggist.

Guaiacol	2 grams
Creosote	2 grams
Iodoform	5 grams
Ether	20 grams
Olive oil, purified and sterlized, sufficient to make	100 c.c.

Triturate together the iodoform and guaiacol, add the creosote and then the ether in small quantities at a time. When the iodoform is dissolved the necessary quantity of olive oil is added.

The product must be kept in glass stoppered bottles away from the influence of air and light.

EMULSIO IODOFORMI STERILISATA, B.P.C.

Sterlized Emulsion of Iodoform.

Iodoform, in fine powder	1·000	43¾ grains
Liquefied Carbolic Acid	3·000	14 2-5 minims
Sterilized Glycerin, a sufficient quantity.		
Sterilized Water	to 100 00	to 1 fl ounce

Make a smooth paste by triturating the iodoform with 10 (or 48 minims) of sterilized glycerin in a mortar previously sterilized by rinsing it with alcohol which is subsequently burnt off, add the liquified carbolic acid and 20 (or 96 minims) of sterilized water, transfer the mixture to a sterilized vessel which can be securely closed, and allow it to stand for twelve hours ; then decant the supernatant liquid from the powder and make up to the required volume by shaking the sterilized iodoform with sufficient of a mixture of sterilized glycerin, 7 parts, and sterilized water, 3 parts. The sterilized water is prepared as follows :

Aqua Sterilisata, B.P.C.—Sterilized Water.

Distilled water	100.00 20 fl ounces

Boil the distilled water for thirty minutes in a flask closed by a plug of cotton, and repeat the operation twice at intervals of 24 hours.

PILLS OF IRON LACTATE.

Nouveaux Remedies gives the following formula :

Iron lactate	1½ grains
Aloes	1-6 grain

Extract of rhubarb, sufficient to make a mass.

This formula is for one pill. Iron lactate pills are useful in chlorosis.

FERRUGINOUS COD-LIVER OIL.

Feist and Auernhammer's process for preparing

a cod liver oil preparation containing 1 per cent. of iron is as follows :

Linseed oil (or cottonseed or almond oil)...	140 parts
Caustic potash solution (25 per cent.).....	107 parts
Alcohol.....	30 parts
Ferric chloride solution.....	100 parts
Ether.....	250 parts
Distilled water..... ....a sufficiency	
Cod liver oil to make ....1000 parts	

All these ingredients by weight. First prepare a potash soap with the oil, potash, alcohol, and water, then dissolve this soap in 1,500 parts of water and add the iron perchloride mixed with 500 parts of water. After an hour dissolve the precipitate in the ether, shake with dried sodium sulphate, evaporate or distil off the ether, and dissolve the iron soap in the cod-liver oil.—Chemist and Druggist.

SOLUTION OF SACCHARATED IRON LIQUOR FERRI SACCHARATI.

The following formula, says the Apotheker. Zeitung, is to be adopted into the new supplementary volume of the Sweedish Pharmacopoeia: (Nat. Druggist).

Iron oxide, saccharated, soluble.....	200.0 grams
Oil of lemon.....	10 drops.
Alcohol.....	50.0 grams
Citric acid.....	4.0 grams
Distilled water, enough to make..... ....1000.0	grams

Mix and filter.

COLLODIOUS OF THE FRENCH CODEX.

Collodium.

Pyroxylin...	5 grams
Alcohol, 95 per cent... 20	grams
Purified ether... 75	grams

Made in the B.P. manner.

The following are also given :

Collodion elastique—Collodion, 95, castor oil 5.

Collodion iodoforme—Powdered iodoform 1; flexible collodion 9.

Collodion Salicylic—Salicylic acid 1, flexible collodion 9.

SYRUP OF WILD CHERRY.

By H. A. B. Dunning, (A. Ph. A. Meeting.)

Syrup of wild cherry prepared in accordance with the formula appearing in the Pharmacopoeia, 1890 revision, produces a preparation essentially superior to the product obtained if the 1900 revision formula be used.

I make use of the term essentially in this connection because I believe syrup of wild cherry should be regarded as a very desirable vehicle or solvent for certain drugs and chemicals to allay coughing, and that therapeutically the syrup is of little value.

As a vehicle the 1890 preparation is superior because, due to the different mode of preparation, it is a beautiful wine-red solution, while in strong contrast the 1900 preparation is a sickly reddish-brown tinged with yellow. Furthermore the 1890 preparation is more highly flavored, both as to odor and taste. It keeps quite as well as the 1900 preparation, and may be criticized only as regards the greater percentage of extractive matter, particularly that of a tannin character held in solution. It seems to me that there can be no great objection to the presence of tannin in the syrup, because it is rarely used in combination with anything which is incompatible with it.

PETROLATUM EMULSIONS.

The following are stated to afford satisfactory preparations :

Emulsion of Liquid Petrolatum (Plain)

Liquid Petrolatum...	4 fl. oz.
Powdered Acacia.....	2 oz.
Oil Wintergreen.....	32 min.
Water, sufficient to make	1 pint.

Mix the liquid petrolatum with the powdered acacia in a dry mortar, add 4 fluid ounces of water all at once, and triturate the mixture until a perfect emulsion is formed ; then add the oil of wintergreen, and finally enough water to make 1 pint of finished product.

Emulsion of Liquid Petrolatum with Hypophosphites.

Liquid Petrolatum.....	4 fl. oz.
Powdered Acacia.....	2 oz.
Calcium Hypophosphite..... ...330	grn.
Potassium Hypophosphite ... .110	grn.
Sodium Hypophosphite... 110	grn.
Oil Wintergreen.....	32 min.
Water, sufficient to make	1 pint.

Mix the liquid petrolatum with the powdered acacia in a dry mortar, add 4 fluid ounces of water all at once, and triturate the mixture until a perfect emulsion is formed ; then add the oil of wintergreen. Dissolve the hypophosphites in 6 fluid ounces of water, and add this solution to the emulsion, finally adding enough water to make the finished product measure 1 pint.

The addition of vegetable oils, like olive oil, or expressed oil of almond, for the purpose of increasing the stability of the emulsion, is unnecessary.

RELATIVE PHARMACOLOGICAL STRENGTH OF TINCTURE OF FRESH AND DRIED DRUGS.

Comparative alkaloidal determinations show that, as a rule, tinctures made from dried drugs are stronger in the relative pharmacological as-

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MONTREAL TORONTO WINNIPEG

pect than strong mother tinctures 1 : 1 prepared from the fresh material. E. Dejean (J. Pharm. Chim.) This is the case with digitalis leaves, aconite root, belladonna leaves, and hyoscyamus leaves. On the other hand in some instances marked changes may occur during drying ; in these cases the preparations of the fresh plant are more active than those of the dried. Among these are aconite and conium leaves, and, as above mentioned, colchicum flowers and corms.

MODIFICATION OF SYRUP OF FERROUS IODIDE.

By Wm. C. Toplis, (A. Ph. A. Meeting.)

The syrup of ferrous iodide, as directed by the U. S. Pharmacopoeia, requires the use of iron in the form of bright wire cut in small pieces.

The preparation of the syrup, by this requirement, is delayed unnecessarily, thereby exposing the solution of ferrous iodide to prolonged risk of oxidation, in addition to consuming time. For these reasons, I recommend the employment of reduced iron instead of bright iron wire cut in pieces.

This requires a slight deviation from the handling as directed for the use of iron wire, because the reaction between the iodine and the iron (reduced iron) is so prompt that the heat generated accumulates more rapidly than it is dissipated. In order to compensate for this condition, the following procedure does well :

Select a flask of ample size. Into the flask pour all of the water and all of the iodine, lastly small successive portions of the reduced iron, with constant agitation, allowing a short interval between each addition. The heat generated is promptly dissipated, especially so if the flask used be very large.

The temperature, during the reaction, may thus be perfectly controlled, and the time reduced to a minimum. My observation on the time required, is eight minutes from start to finish, ready for filtering upon the sugar. The filtrate is beautifully green in color, without a trace of free iodine. This observation was noted on a finished quantity of five hundred cubic centimeters.

Later observations on larger quantities in the hands of my assistant proved equally successful, yielding a product conforming to the pharmacopoeial requirements to the last detail, and finished ready for use easily within an hour.

One other difference, which may be of some importance is the fact that reduced iron is a more pure form than the commercial variety, thus avoiding unknown side reactions that might exert some undesirable influence upon the finished product.

ELIXIR OF FORMIN, C. F.

Formin (urotropine)..... .....600 grains
Tincture of cudbear ..... 5 dr.
Aromatic elixir to make..... ....10 oz.

Filter if necessary. Each drachm contains approximately 2 grains of formin.

STICK OINTMENTS.

Unna's Formula.

Lanolin anhydrous..... .....parts 66
Yellow wax..... .....parts 34

Mould in sticks and envelop in tinfoil.

The following is an example of the method of medication :

Chrysarobin Stick Ointment.

Chrysarobin..... .....Gm. 30
Yellow wax..... .....Gm. 20
Lanolin, anhydrous..... .....Gm. 50

Audry's Formula.

Oil of theobroma..... .....Gm. 70
Hard paraffin..... .....Gm. 10
Fixed oil..... .....Gm. 1
Medicament..... .....Gm. 2 to 1.

The following is an example of the method of medication :

Resorcin Stick Ointment.

Resorcin..... .....Gm. 15
Oil of theobroma..... .....Gm. 60
Hard paraffin..... .....Gm. 10
Fixed oil..... .....Gm. 10

Unna's Alcohol Stick Ointment.

Sodium stearate..... ....Gm. 6
Glycerin..... .....Gm. 2.50
Alcohol..... .....Gm. 1.

Make into a stick.

COMPOUND SOLUTION OF CRESOL.

George M. Beringer (Western Druggist) claims that the official cresol solution has a good formula, but that the directions for manipulation are faulty.

The official soft soap is properly made by saponifying the linseed oil with potassium hydroxide in solution with the aid of heat and the addition of a small quantity of alcohol. But in compound solution of cresol, which is only a fifty-per-cent. solution of cresol and soft soap, it is directed that the linseed oil shall be saponified in the cold and without any alcohol. If the official method for making soft soap be carried out in the preparation of the compound solution of cresol there will be no trouble in obtaining a satisfactory product. It is noteworthy that the British Pharmaceutical Codex has followed this suggestion in copying the formula.

RESORCINOFORM.

Resorcinoform is an effective antiseptic, and likely to have many advantages says D. Monteil, in L'Union Pharm. It occurs in the form of a currant-red amorphous powder, with neither odor nor taste. In contact with wounds, it acts by virtue of its elements, resorcin and formaldehyde. It may easily be prepared by placing 110

Gms. of resorcin and about 110 Gms. of solution of formaldehyde in a porcelain dish, and dissolving. When solution is complete, it is poured into a sufficient quantity of cold hydrochloric acid. The mixture at once assumes the form of a rose-colored magma, which it is necessary to keep stirred to prevent adhesion to the sides of the containing vessel. It is then filtered, and the precipitate thus collected dried at 25 degrees; a stronger heat decomposes it. The product is resorcinoform.

CASCARA SAGRADA PREPARATIONS.

Dr. Bernhard Borner, of Hanover, contributes to the Apotheker-Zeitung the following formulas:

Fluid Extract of Cascara Sagrada.

To prepare a fluid extract deprived of its bitter principles, proceed as follows: Mix 100 parts of cascara sagrada bark with 3.5 parts of freshly slaked lime and extract in a steam bath with distilled water until the bark is exhausted. Evaporate the extract to 500 parts and neutralize, while still hot, with citric acid. Cool, warm again for 25 minutes in the steam bath and strain at about 100 degrees. Now evaporate to 70 parts and add sufficient of a mixture of equal parts of glycerin and alcohol to make 100 parts of liquid. Let the fluid extract stand for some time and then filter. The product is but faintly bitter and is reddish brown in color.

Fluid extract of Rhamnus frangula can be prepared in a similar manner.

Wine of Cascara Sagrada.

Fluid extract of cascara sagrada (made as above)	1500 parts
Sherry wine	2400 parts
Syrup	150 parts
Compound aromatic mixture	20 parts

The compound aromatic mixture of the formula is made as follows:

Tincture of orange peel	300 parts
Aromatic essence	200 parts
Vanillin	5 parts
Ethyl acetate	20 parts
Alcohol	100 parts
Arak essence	60 parts
Tincture of ginger	50 parts

ELIXIR PEPSINI COMPOSITUM.

Compound Elixir of Pepsin,

Pepsin (soluble "scales or granular" variety)	Gm. 15
Pancreatin	Gm. 15
Diastase	Gm. 1
Lactic acid	Cc. 1
Hydrochloric acid	Cc. 2
Glycerin	Cc. 250
Alcohol	Cc. 200
Oil orange	Cc. 2
Cudbear	Gm. 1
Water, a sufficient quantity to make	Cc. 1,000

Mix the acids with the glycerin and 500 Cc. of water, add the pepsin, pancreatin and diastase and macerate with occasional agitation until solution is effected. Then add gradually the alcohol, in which the oil of orange has been dissolved, agitating after each addition. Now add the cudbeat and sufficient water to make the preparation measure 1,000 Cc. Macerate for 6 hours with occasional shaking and then filter.—Geo. M. Beringer.

ESSENCE OF PEPSIN.

The following is recommended by Herb (Nat. Druggist) as yielding an elegant preparation, uniform in taste, color, and very stable:

Brandy (cognac containing 50 per cent alcohol)	250 c.c.
Glycerin	500 c.c.
Pepsin (1 :3000)	30 grams
Hydrochloric acid (31.9 per cent)	8 grams
Distilled water, to make	2500 c.c.

Mix the brandy with 750 grams of water and 30 grams of skimmed milk. The coloring matter of the brandy is precipitated by the coagulated casein, and, after thoroughly shaking a few times a nearly colorless to straw yellow filtrate can be obtained. To this is added the pepsin dissolved in 750 c.c. of water, without previous filtration. The glycerin is now added and then the hydrochloric acid, diluted with 250 grams of water, and finally distilled water enough to make 2500 c.c. The essence can be filtered by mixing it with moist pulp made of filter paper and passing through a folded white filter.

NEW METHOD OF INJECTING SALVARSAN.

The chief drawback in using salvarsan ("606") is the difficulty of preparing a proper emulsion for injection. Kromayer suggests using the drug as such, without the addition of soda lye, but suspended in liquid paraffin. The powder is carefully rubbed up with ten times the amount of liquid paraffin, and can be kept for a long time in a glass-stoppered bottle without deteriorating. The injections are made into the buttocks and are virtually painless, while the effects are just as prompt as after the other methods. A further advantage is that it is not necessary to keep the patient in bed.—Berl. klin. Woch.

FINGER MARKS ON NEGATIVES.

A correspondent says that he has often removed finger-marks from the film of his negatives by applying with absorbent cotton a solution containing a few drops of hydrochloric acid in a couple of ounces of water. If infallible, the method is simple and desirable. In any case it is worthy of a trial.

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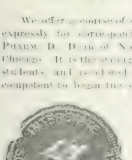
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Fancy Goods

HOLIDAY FANCY GOODS FOR 1911.

An Outline of Leading Ideas in Importations Popular Prices Featured.

While for many years it has been possible to see in import displays, fine exhibitions of presentation goods for holiday trade, so much of it could only be described as "extravagant that assortments failed to interest the trade in Canada, except for a limited number of the lines exhibited.

Those tempted to indulge beyond their trade's demand suffered the penalty of carrying over more stock than the profit on what had been sold, and joined in consequence the ranks of the "once bitten, twice shy."

The March showing of import fancy goods this year has exceedingly attractive features. Not only is there an abundance of new lines, but there is a host of real novelties, in the popular priced goods.

The "average" dealer, therefore, can afford to give more heed to the claims of those inviting inspection than in past years.

Even in 25 cent and 50 cent articles the number of novelties is quite surprising and gratifying, while at 75c. $1 and $2, the number of saleable lines is largely increased.

Dressing-cases in New Styles.

The ever popular dressing case is shown in a fine variety of useful and natty executions. An attractive and presentable article may be had to retail for one dollar and a half. Fine real ebony brushes in fittings are the feature of these cases from $2.25 each up. New military cases and "attaches" have neat coverings and excellent locks. These appeared last year for the first time. They will be more popular than ever this season.

Ebony-fitted, leather dressing cases are an ever popular line demanded by those who want something worth while. A very nice leatherette brush and comb case, fitted with genuine ebony brush, 8-inch comb, sterling silver mounted, for $1.40, has not before been offered.

A full ebony set with ring handled mirror, brush and comb, in a superb, two-clasp padded top case, as a possible $5 line at retail, is a fine offering.

Parisian Ivory Fittings and Toilet Pieces.

The newest toilet requisites are shown in "Ivory grained" celluloid, made in a finely executed heavy body, with all the perfection of a polished ivory finish, in brushes, combs, soap and puff boxes, manicure pieces and polishers. It is a line which should meet with big trade in the better stores.

Music and Glove Cases.

Music cases in great variety are to be had. One of the best values offered is a black, real leather-covered case, to sell for a dollar. Most attractive coverings in good wearing imitation leathers are offered. A fine, double-opening, real leather case retails for $2.25, about what previous season's wholesale price was.

The Metal Goods Novelties.

Things in brass, copper, oxidized and "Alteisen" effects are this year a revelation of novelties in trays, fern pots, jardinieres, dinner gongs, ash-holders, stamp carriers, blotters, inks, and candlesticks, for twenty-five, fifty cents and a dollar retail, and up to five dollars, there are a legion.

A pretty presentation clock, quite reliable and handsome for display purposes in any fancy goods department, is available to retail at 75 cents up.

Italian Bronzes and Marbles Reproduced.

One series of "art reproductions" in bric-a-brac is of considerable interest. Exact counterparts in appearance of fine Italian marble and bronze works are done in exquisite china, at prices calculated to appeal to the popular trade.

POSSIBILITIES IN BARBER'S SUPPLIES.

Small things are known to have in them great development possibilities, and it seems at times that the smaller a thing is the greater its chance for development. In plant life the acorn that becomes a sturdy oak or the mustard seed with its great possibilities are common old examples.

It's queer, but has always been so, and in the long run it is probably well for us ordinary mortals that possibilities are seldom fully developed. If such were the case, aeroplanes, wireless telegraphy and many other things representing the perfection of this age would be a hundred years behind the times. When disposed to worry about these things we should get back to the mustard seed with its possibilities as a king of plant life and remember the soothing effects of an inconspicuous simple mustard plaster. It may make us realize that we have a pull, even if we are small, and some departments of the store may be in exactly the same fix, says an exchange.

We see and hear a lot about the [illegible] arranged departmentized store and agree wholly with its builder that it pays, but are firmly convinced that we cannot make it stick because we are financial lightweights. We lack the capital that would enlarge any one department to the size of our ideal, so we slip along a seed that neither grows nor makes plasters. This is par-

tinlarly true of barber's supplies in most drug stores, and not one out of a hundred appear to be aware of the great possibilities in this line.

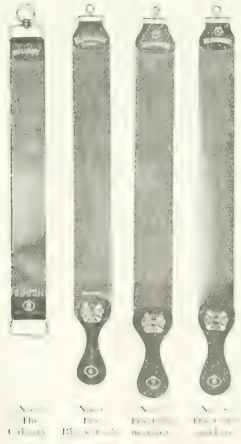
It has been said, and we think truthfully, that many times travelling salesmen have made a day's expenses out of the sale of a dozen razors.

There are a few standard articles that are kept in most drug stores as follows: Razor strops, hones, mugs, brushes, shaving soap, shaving powder, shaving stick, talcum powder together with other toilet preparations and also barbers' shears and clippers. These items are found in most stores, though a few have yet to take advantage of the many articles that attract home barber trade to the druggist. The entire assortment mentioned can be shelved in a space too small to mention, and from a bulk standpoint is very insignificant.

Self-Sellers Hard to Resist.

The same little assortment with a few safety razors, a few packages of blades and a stropping machine or two (no more) will leap into the store as well as public favor like lightning if taken to a showcase and given an opportunity. The prevalent idea is that there are not enough of these goods in stock to fill a case, but the results of a trial are often surprising.

Shown on deep green or any other dark color



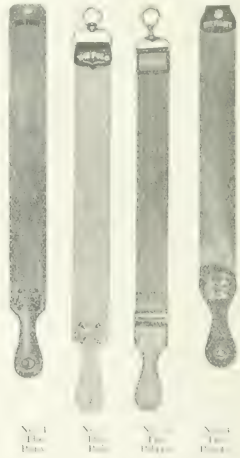
these goods become self-sellers hard to resist. In places where showcase room is at a premium they harmonize well with pocket cutlery, manicure articles, etc. In case displays of barbers' supplies, strops can very effectively be placed in the bottom of such cases arranged in various shapes, and filled in with other supplies will show weight where it belongs.

A simple, practical rack for displaying razor strops is made of an inverted wire waste paper basket. It can be hung from the ceiling by a chain, and the strops fastened with home-made wire hooks around the rim. It is a simple, practical manner of displaying an article that will always stand for pushing.

RAZOR STROPS.

The illustrations given herewith are those of the "Quicksharp" Razor Strops, which are shown in eight different styles. These strops are excellent sellers, meeting as they do the requirements of all shavers.

One noticeable feature of these goods, and which commends itself to the retail druggist is that each strop is wrapped and they can be shown on a display stand without removing the wrapper, thus preventing them getting full of dirt and otherwise shop-worn in appearance.



The quicksharp stand for displaying these strops is a very unique thing, and makes an excellent display. It is finished in newest brushed brass finish, and each strop can be shown on it without interfering with the other. The quicksharp strops as well as display stands can be had from the Fancy Goods Co., of Canada, Ltd., Toronto, who carry a large range of goods in these lines.

He who cannot smile ought not to keep shop.

SEASONABLE LINES.

The Copp, Clark Co., Ltd., Toronto, are to the fore as usual with their lines suitable to the season, a number of which are brought before our readers in their advertisement, which appears elsewhere. Special attention is called at this time to the large assortment of flags carried by this firm, and which commend themselves from their superiority, both in color and in material, as well as their durability. The material used is strong heavy cotton, and the colors will not run, being lithographed instead of printed, and they are not affected either by storm or sunshine.

The Dominion Ensign is made in ten different sizes at prices running from 80c. to $33 per gross. Union Jack, the same assortment and at similar prices, and also the French Tri-color, the Stars and Stripes and Sacred Heart flags.

They have also some beautiful flags of the provinces of Manitoba, Saskatchewan, Alberta, and British Columbia, size 12 by 17 inches, at $7.20 per gross.

Others are the Sacred Heart bannerette, Bienvenue (Pennant shape) etc. They have also a large assortment of imported English bunting flags and Japanese silk flags. All the flags, with the exception of the latter two, are manufactured by the firm, and are mounted on nicely finished split sticks, and will be found to be splendid selling lines.

Their counter case of pen holders and pens containing three dozen pen holders and 1 gross pens, assorted, at 90c. each, are very attractive. The holders and pens will be found to be quick sellers with a handsome profit of 100 per cent.

The concise ready reckoner, which retails at 25 cents, is a book of universal value, and wherever shewn cannot but commend a ready sale. sale. The firm is also noted for the variety and quality of their blank books, which consists of a general assortment in all designs of bindings, etc.

Read their advertisement for some of their special offers.

FORMULA WANTED.

J. W. M. asks for formula for Glyco-Thymoline. We have no formula for this proprietary preparation, nor would we feel at liberty to publish any formulae of this kind should we possess it. It is the personal property of the manufacturers upon which they have built up their business, and it would, we consider, be an act of injustice to adopt any other course.

"The loftier your purpose is, more sure you will be to make the world richer with every enrichment of yourself."

OBITUARY.

MR. ANDREW JEFFREY.

Mr. Andrew Jeffrey, whose retirement from the retail drug business we announced in our last issue, died Feb. 27th, at his residence, 107 Carleton street, Toronto. Mr. Jeffrey was taken seriously ill last August, suffering from a paralytic stroke, and on Saturday last he was stricken the second time, from which he failed to rally.

Mr. Jeffrey was born at Whitby, Ontario, in 1848. He was for five years with Messrs Shapter & Owen, at the corner of King and Yonge Streets, Toronto. In 1874, in conjunction with Mr. Shapter, he purchased the business at the Corner of Yonge and Carleton streets. Mr. Shapter retired in 1891 and Mr. Jeffrey continued in the same stand up to the time of his retirement from business. He was the oldest druggist in Toronto, and was a member of the council of the O. C. P. in its early years. He is survived by a widow and five children.

LICENSE ACT AMENDMENT.

The proposed amendments to the Liquor License Act were introduced in the local legislature of Ontario, Feb. 28th, by the Hon. Mr. Hanna, Provincial Secretary. One clause of the bill provides that upon the second conviction of a chemist and druggist his certificate shall, ipso facto, become void and be of no force from the date of his conviction, and he cannot be reinstated for two years and only then if the Council of the O. C. P. see fit to do so. Another provision is that every druggist, on demand, must supply the Provincial Secretary with a statement of the liquor purchased by him.

DRUGGISTS FINED.

Three druggists doing business in Strathroy, Ontario, have been fined $100 and costs each for illegally filling prescriptions for liquor in contravention of the Liquor License Act of the Province.

The infraction of the law was in each case a technical one, the sale having been duly registered, but not in exact compliance with the Act, which requires that, in a local option district, such as Strathroy is, not only must the prescription be addressed to an individual druggist who alone can dispense it, but that the records of sales must comply in full with all the requirements of the Statute.

The accused were defended by Mr. J. M. McEvory, K. C., of London, who we understand advised a plea of guilty in each case.

Two practicing physicians of the town were at the same court fined $10 and costs each on a charge of issuing improper prescriptions.

A FEW SUNDRY SPECIALS

LYMAN'S Crushed Rose Perfume - - - - In half-lb. bottles. One full bottle free with 5-bottle order.	$3.00 per bottle.
LYMAN'S Pocket Flexible Nail Files - - - - One dozen on display card.	2.00 dozen.
LYMAN'S Nail Cutters, 1 dozen on card - - -	2.00 dozen.
LYMAN'S Stiff Nail Files, assorted, 1 dozen on card -	1.25 dozen.
LYMAN'S Nail Enamel, 1 dozen on card - - -	1.60 dozen.
LYMAN'S Corn Razors, No. 7356, at - - -	3 50 dozen.
LYMAN'S Oiled Silk, in yards, at - - - -	05 yard.
LYMAN'S Drug Mints, in 5-lb. boxes - - -	.25 lb.
LYMAN'S Crushed Rose Toilet Water, at - - .	6.00 dozen.
LYMAN'S Crushed Violet Water, at - - - -	6 00 dozen.
LYMAN'S English Breast Pumps - - -	3 00 dozen.
LYMAN'S Crushed Rose Talcum Powder LYMAN'S Crushed Violet Talcum Powder	Ask for Special Prices in gross lots
LYMAN'S After-Dinner Mints, in 5-lb. boxes - - -	.10 lb.
LYMAN'S Cold Cream, in tubes, small - -	.75 dozen.
LYMAN'S Cold Cream, in tubes, large - - -	1.50 dozen.

THE

LYMAN BROS. & CO. LIMITED

WHOLESALE DRUGGISTS

Toronto **Ontario**

Trade Notes

ALBERTA.

Dr. A. Couillard, Vegreville, Alta.

Dr. Massicott, New Norway, Alta.

H. J. Puley has sold his drug business at Stavely, Alta.

H. T. Pavey has sold his drug business at Stavely, Alberta.

J. A. Hardishly has opened a new drug store at Edmonton, Alta.

E. J. Mitchell has opened a new drug business at Pincher Creek, Alta.

A. J. Anderson, of Brandt, has moved his drug and stationery business to Blacke, Alta.

The Coleman Drug Co. has taken over the drug business of R. R. Webb, Coleman, Alta.

Jackson & Cope have purchased the drug business of Johnson & Jackson, Lethbridge, Alta.

BRITISH COLUMBIA.

Allison Drug and Book Co. have purchased the drug stock of J. A. Fraser, and the Reid estate, Quesnel, B.C.

The drug store situated at corner of Granville and Robson Streets, will be, after March 1st, the main store of W. M. Harrison Co., Ltd., Vancouver, B.C., the branch stores being those at corner Granville and Pender, and at corner Granville and Seventh Ave.

MANITOBA.

Wm. Young, druggist, of Neepawa, Manitoba, is giving up business.

A. E. Walkey, druggist, has moved to Portage La Prairie, Man., and will carry on a drug business there.

NOVA SCOTIA.

E. S. Auld has opened a new drug store at Sydney, N. S.

The drug store of W. F. Read, Middleton, Nova Scotia, was completely burned out recently.

Crow Bros., Truro, N.S., had their drug business badly destroyed by fire recently. The loss was about $20,000. It was insured.

ONTARIO.

Richard Wilson has opened a new drug store in Port Arthur, Ont.

The Edmanson, Bates & Co., of Toronto, have been incorporated.

James Walker has opened a new drug store at 1516 Yonge Street, Toronto.

W. H. Manley has taken over the drug business of W. H. Ralph, Dundas, Ont.

L. K. Springstead has purchased the drug business of J. R. Byers, Oakville, Ont.

J. E. Gardiner, druggist, Haileybury, Ontario, has made an assignment.

A. K. Skelton has purchased the drug business of H. E. Hugheson, Shelburne, Ont.

Fred W. Smith has purchased the drug business of Dr. Chappin, 575 Pape ave., Toronto.

P. A. Christie has purchased the drug business of J. F. Ross, 276 Queen St. E., Toronto.

Ferrah Drug Co. have moved their business to corner Bloor W. and Bathurst Sts., Toronto.

Clark, Park & Clark have taken over the drug business of S. F. Park & Co., Chatham, Ont.

Theo. S. Daw, of Hamilton, has purchased the drug business of J. W. Struthers, 221 Pape ave., Toronto.

Andrew Jeffrey, formerly in the drug business at Corner Carlton and Yonge streets, Toronto, died February 27th.

T. P. Patterson has purchased the branch drug store of A. E. Walton, Ltd., corner Gerrard St. and Pape ave., Toronto.

P. J. Dunnigan has registered as managing director of G. Tamblyn, Ltd., corner Queen and MacDonnell Sts., Toronto.

United Drug Co. will open a new Drug store at 110 Yonge St., Toronto, being the first of the "Rexall" stores in Canada.

H. H. Warren has purchased the branch drug store of A. E. Walton, Ltd., corner Queen St. E. and Logan ave., Toronto.

The Gardiner Pickard Drug Co., Limited, who have purchased the drug business of J. H. Fleming, Windsor, Ont., has for its directorate R. C. Sexsmith, managing director; R. R. Pickard and G. Pickard.

QUEBEC.

Dr. A. Herbert has opened a new drug business in Montreal, Quebec.

The Aurora Chemical Co. Manufacturers have registered as doing business in Montreal, Quebec.

SASKATCHEWAN.

A. Balfour has purchased the drug business of M. H. Howey, Windthorst, Sask.

J. O. McEwen, Southey, Sask., has opened a new drug business in that place.

S. P. Wilson has purchased the drug business of MacCrae & Garvie, Kiskey, Sask.

Gordon McKay has purchased a drug business at Langham, Sask., from G. G. Brant.

H. O. Langford has purchased the drug business of R. Black at Biggar, Saskatchewan.

T. G. McKay has purchased the drug and stationery business of George Brant, Langham, Sask.

"If you cannot be courteous with people who come to sell you goods, never complain of your own crabbed customers."

O. C. P. NOTES.

Ralph B. Mousley, of Bradford, Ont., went home Feb. 6th, and is ill with pneumonia and pleurisy of the right lung. Both patients are mending.

W. H. Anderson, of Newcastle, another student, was called home on account of the death of his father, Dr. Wm. Anderson, who was formerly in the drug business at Belle River, and afterwards moved to Newcastle.

H. W. Skinner, O. C. P. class, 1900, has been appointed to the standing board of examiners for Dispensers at Ottawa, for the examination of the candidates for the office of dispenser in the Army Medical Corp.

Peter McNab, general storekeeper, Claremont, Ont., was fined $20 and costs recently by Alex. Wilson, J. P., for selling carbolic acid without registering the sale, and also without labelling the bottle as to its contents.

Chas. P. Zoller, Rodney, Ontario, a student of the present term, was operated on in the General Hospital Toronto, on Feb. 6th, for appendicitis, and two weeks later was taken to the Isolation Hospital suffering with a severe attack of diphtheria.

Messrs. Roberts, of Parkhill, and Johnston, of Sarnia, members of the Council, were in the city and were in conference with the license department of the Government in reference to the proposed amendment to the liquor act as it effects pharmacists.

Amongst the callers at the O. C. P. during the last month were Messrs. Jas. Hargreaves, of Winnipeg; J. W. Smith, North Bay; and N. Ball, of Massey, Ontario. The latter not only made a social call at his Alma Mater, but took occasion while there to listen to a lecture being delivered by his old preceptor, the Dean of the College. Mr. Ball is one of a deputation to wait on the Premier of the Province in connection with the Public Schools of Northern Ontario.

James D. Matheson, formerly in the drug business at 142 King Street West, Toronto, succeeding his father, who conducted the business for a number of years, died February 1st. Deceased was about 58 years of age, and his widow survives him. He sold his drug business about 10 years ago and "followed the races," owning at one time a number of horses. Unfortunately this and love of drinking brought him down to a sad and untimely end.

"There is no mystery about salesmanship. It is simply making the customer think as you think about certain goods."

TIMING DEVELOPMENT.

FOR THE BEGINNER IN PHOTOGRAPHY.

The novice in photography probably meets with the most difficulties when developing his exposures. He suffers, as a rule, from a surfeit of book knowledge and a total lack of experience. It is difficult, I must admit, adequately to explain the practical methods of development upon paper, for it is indeed one of those cases where five minutes' "showing" will have more effect than reading a book upon the subject.

Fortunately they are scientific methods at our service that, if they are implicitly followed, will enable the beginner to develop his first exposure so as to obtain a correctly developed negative. It is true that many old-fashioned workers condemn these methods, principally because they do not understand the reasons upon which the system is based; but it is also equally true that many successful photographers, who hold a high position, develop all their negatives by the timing system.

Now I do not propose to tell you the why and the wherefore of all the statements I am about to make. Those who are interested will find them stated in the papers published by Hurter and Driffield, and confirmed by Mees and Sheppard. Let it suffice to say that they are the outcome of elaborate scientific investigations, and that they are correct in principle.

There are two systems in use for timing development, both of which depend upon the same principle. These are, the method of developing by time, and the Watkins system of factorial development. Possibly the latter method is the more useful to the beginner, and so I will describe it first.

Watkins system depends upon the fact that the time of the first appearance of the image gives an accurate indication of the speed at which the developer is working, and so it is easy to calculate the total time of development requisite to secure the desired contrast and density in the negative. This method is independent of temperature, that is between 50 and 70 degrees F., and is also uninfluenced by the amount of alkali present, within limits outside of which one is not likely to trespass.

To secure the best results, it is necessary that the negative be fairly correctly exposed, which is easy, if one takes the precaution to use an exposure meter. Over-exposed and under-exposed negatives give slightly different results, with this system, but one must learn not to make these mistakes, because, believe me, one cannot compensate for any carelessness at the time that the plate is being exposed, by any tinkering with the developer subsequently. When once the plate is exposed its fate is sealed.

View Post Cards

printed after your own potos by the Graphic Art Works

Markert & Sohn, Dresden-A.

Our Specialities are:
Platintype, Double-Collotype, Double-Tone, Colored Collotype, Handtinted. Albums and Booklets.

Wholesalers and Publishers please apply for free samples and prices.

Specially Suitable for the Canadian Climate



Lait-Larola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Winds and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion

It Will Keep the Skin in a Perfect Condition during the Coldest Winter

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

SoleMakers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)

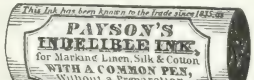
Illustrated Post Cards

Brown, Black and Colored
Birthday, Comic, Etc.

Please send five dollars for the newest and finest German novelties at wholesale rates.

Established 1895

VERLAG ANT. GERSTENKORN
HAMBURG



THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

WHEN YOU BUY
INSIST ON RECEIVING



'AGFA' METOL

Its Superior Quality will prove to you the reason why

"AGFA" METOL

is being used by those who get

The Best Results

Ten Cents and the "AGFA" Ticket will bring to you a book that will help you make prize winners

WRITE AT ONCE

HUPFELD LUEDECKING & CO.
1 and 3 St. Helen Street MONTREAL

Mr. Retailer, You Are Losing Money

Every mail brings us letters containing cash for one or more bottles of **Dr. Marshall's Catarrh Snuff**, the writer stating that his druggist does not keep it in stock. **You ought to get this money and make the profit. You will if you order it in cartons and display it.**

Moreover, you will sell ten times what you do at present.

ORDER from your jobber NOW.

1 Doz. cartons, $2.10 ½ Doz. cartons, $1.05. 5 PER CENT OFF.



C. H. KEITH, Manufacturer, Cleveland, Ohio
THOMAS REID, Canadian Agent, 9 St. Nicholas Street, MONTREAL.

ROBERT GIBSON & SONS

LIMITED

MANCHESTER and LONDON--Eng.

MEDICATED AND HIGH CLASS **LOZENGES**

— OUR —

BOILED SUGARS

Appreciated by everybody, and to be found all over the world.

CHOCOLATE WORM CAKES

A dainty and effectual Medicine

Put up in 1-gross ½-gross and ¼-gross beautifully decorated Tins.



JUJUBES AND PASTILLES

GLYCERINE
GLYCERINE and BLACK CURRANT
MENTHOL and EUCALYPTUS,
BLACK COUGH,
A.B.C. PASTILLES,
&c.

Manufactory---Carlton Works, Hulme MANCHESTER

London Address 4 NEW ZEALAND AVENUE, BARBICAN, LONDON, E.C.

EVERY ONE BEFRIENDING.

"Hist!" hissed the stealthy footpad as he knocked the druggist down: "deliver up your wad at once before I krack your krown! You need not say you have no mun—I've watched an hour or more and fifty people passed within and then came out your door!"

"Alas, sir," wailed the druggist, as he rose with features pale, "I pray you, Mr. Footpad, kindly listen to my tale: Full well I know that people do go in and out my place, but some come in for postage stamps and some come in to face the mirror and adjusts their hats, or borrow pen and ink, and some come in to ask the time and some come in to think, and some come in to meet their friends, and some their friends do bring to ask me for an almanac or else a piece of string, and some come in to ask me where a certain car to catch, while more come in to telephone or ask me for a match, and some to look up something in the street directo-ree, and some have nerve enough to try to borrow dough of me, and some come in to sit an hour and hand out sage advice on how to run a drug store and to treat the people nice, and some come in to rip me up, and some to rip me down because I closed at 12 one night when they stayed late in town, and some come in to tell a joke that I have heard before, and then because I don't 'haw haw!' they go away dead sore, and some come in to change a bill and then go out again, while some come in to warm themselves or get out of the rain, and some come in to leave their books and some a suit ca e bring, and some to leave a camera and some other thing, some come in to ask me if I think it's going to rain, and some come in and turn around and walk right out again, some come in to ask me for a place to get good milk and now and then one may come for chocolate lined with silk. Some come in to ask for points to find their way about and some come in to ask t e but here my rhyme runs out."

"Enough! enough!" the robber cried. "Yours is an awful calling! My life of crime has never met a story so appalling. Forgive that lump upon your head made by my club descending, and take my purse. I feel accurst to think I came near ending the life of one whose only work is every one befriending." Boston Post.

GREASELESS PEROXIDE CREAM.

W. C. Brown, of New Jersey, (Druggists Circular) says that he has found the following formula for peroxide cream excellent.

First, make an emulsion of quince seed, ½ ounce and boiling water 12 ounces. When this is cold strain until it is clear. Then heat, and melt in it stearic acid 16 ounces. In a separate container dissolve borax 90 grains and sodium carbonate 4 drachms, in water 20 ounces. Then add this solution to the emulsion and stearic acid very slowly and with constant stirring. When reaction is complete, remove the mixture from the water-bath. When it becomes quite cool add water 2 pints, hydrogen dioxide 4 ounces, perfume enough, and alcohol 1 ounce. Stir the ingredients well together and continue stirring until cold.

This is a greaseless cream without glycerin.

Gold hath wings which carry everywhere—except to heaven.

A GOOD OPENING FOR DRUGGIST.

To Druggists—Good opening and a suitable building available for same in Jansen, Sask. Especially suitable for a doctor with some capital. Apply, The Secretary, The Board of Trade.

SYNDICATE STOCK FOR SALE.

Ten shares of Paid-up Stock in The Druggists' Syndicate of Canada for sale at a large reduction; no reasonable offer refused. Apply, N.B., care of The Canadian Druggist, Toronto.

"Top Notch" Butterscotch

Tastes Better
Sells Better

FREE INTRODUCTORY OFFER DURING MARCH

To introduce our new package we are giving free with every order for fine cartons of "Top Notch"—one-quarter doz. 1 lb. boxes of our popular Matinee Chocolates. "Top Notch" is the only chewing Butterscotch cut and wrapped in small squares, thus disposing of the inconvenience of the old fashioned "hard to handle" one-piece package. "Top Notch" is packed 3 doz. 5c-pkgs. to the carton.

How it works out:

	cost	sells for
5 Cartons "Top Notch" @ $1.25	$6.25	$9.00
3 1-lb. Matinee Chocolates	——	1.50
		10.50

Profit on $6.25 Investment, $4.25.

—ORDER DIRECT OR THROUGH YOUR JOBBER—

Bruce & Hunt Co., Limited, Toronto

Photography

REPLACING A BROKEN NEGATIVE.

It sometimes happens that one is so unfortunate as to break a favorite negative, one that cannot be replaced. Now "for every evil under the sun there is a remedy or there is none," as Benjamin Franklin tells us; so for this evil we search for the remedy, which is quickly and easily found if one has a good print from the broken negative before it was broken.

Take the print and make it translucent by waxing it with paraffin wax, then blotting off all superfluous wax with a piece of clean blotting paper.

Take a clean glass plate, lay the print on it, the back of the print against the glass, and place over it a sensitive plate of rather slow emulsion and adjust in a printing frame. Expose to the light of a number 2 kerosene lamp or a gas-jet, as for making lantern-slides or gaslight prints. The time of exposure will of course depend on the density of the print. Develop as usual and the result will be a good negative.

If one has only mounted prints, soak the print and mount in lukewarm water till soft, peel off the print and lay it face down on a sheet of glass and clean all paste from the back of the print, using a soft rubber eraser.

Old albumen prints make very good negatives as they have much depth and give good gradations of light and shade.

Where one has very valuable negatives it is a good idea to make duplicate negatives from them on thin, glossy paper. Such negatives give very fine prints and are especially valuable if one is unlucky enough to have an accident happen to the original. Photo American.

BLACK TONES ON P.O.P.

I have lately discovered a method of obtaining black tones on P.O.P., which I have not heard of before says P. C. Clark in Photography. I print no deeper than I require the finished print to be, and on removal from the printing frame I bleach it in

Potassium bichromate	10 grains
Hydrochloric acid	5 drops
Water	1 ounce

The print is then washed, developed in strong M.Q., and fixed. The result should be a good black, similar to gaslight paper. So far I have only tried this on Solio, but I see no reason why it should not act with other papers. Operations must, of course, be carried on in a very subdued light until the fixing. As to permanence I cannot vouch, as I have not had time to test it.

LANTERN SLIDES.

"Lantern slides and how to make them" is the title of a brochure issued by Burroughs, Wellcome & Co., London, England, and it gives in a concise form all about the lantern slide from the interesting stages of the preparation of the negative up to its appearance with the 500 candle-power light shining through it.

Copies of this work may be obtained gratis on application to the Canadian Depot, No. 101-4, Constine Building, Montreal.

AIR BUBBLES IN DEVELOPING NEGATIVES.

The formation of air bubbles is due to the surface tension liquids, and is frequently a disagreeable accompaniment of the development of photographic negatives and prints. Limited liquids have less surface tension than viscid liquids, and therefore not so great atendency to the formation of air bubbles. This is the case with alcohol, for example, and it suffices to add from 15 to 20 per cent. of alcohol to the developing bath to prevent the appearance of air bubbles. The efficiency of the bath is not affected by the alcohol.—Phar. Zentralh.

THE "WELLCOME" PHOTOGRAPHIC EXPOSURE RECORD AND DIARY, 1911.

The "Wellcome" Exposure Record is one of those hardy annuals which the photographic public have learnt to expect at this season of the year, and one which has established a permanent position in their esteem by its remarkable utility and the compact mass of information it contains. "Age cannot wither nor custom stale its infinite variety" and each year its pages constitute a very faithful and up-to-date index and guide to the present state of science and art of photography.

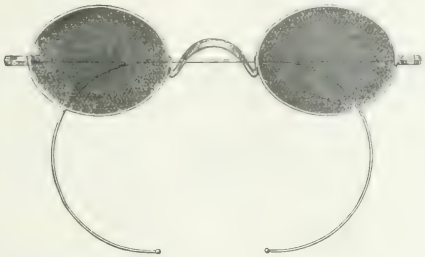
In this handy pocket volume, under the title of Modern Photographic Methods, the problems with which the photographer has to deal are explained and illustrated in a series of brief succinct and lucid articles.

These include descriptions of the following processes: Negative-making, factorial, time, machine, tank and stand development, color photography, bromide printing, gaslight, printing, lantern slide making, toning, intensification, ozobrome and bromoil. The directions, which are in every case the result of practical experience, are so simple, and the methods advocated so certain, that those who follow them will find that success is by no means a matter of luck, but a result to be obtained with regularity and precision.

Ample provision is made for notes and memoranda, and the book in neat pocket book form, with a pencil, automatic catch and wallet, so

Colored Spectacles

THESE NEW INTERCHANGEABLE
STYLES IN ALBEX WHITE METAL
WILL NOT RUST OR CORRODE



OUR "GOOD QUALITY"

No. 303 Coquille, oo size. Smoke, blue and green, ... $2 50 per doz.

No. 305 Mi-Coquille, oo size. Smoke, blue and amber, ... $2.50 per doz.

Cable Temples in above styles, 75c per doz extra.

OUR "MEDIUM QUALITY"

No 803 Coquille, oo size. Smoke, blue and green, ... $2.00 per doz.

No. 905 Mi-Coquille, oo size. Smoke, blue and amber . . . . . $2 co per doz.

Cable Temples in above styles, 75c per doz extra.

We fill no retail orders direct from our factory but these styles can be obtained from all leading Canadian jobbers at the above prices.

T. A. WILLSON & CO., Inc

MANUFACTURING OPTICIANS

Established 1870 READING, PA., U.S.A

Canadian Office ; A. J. McCrae, 23 Scott Street, Toronto

OPTICAL EDUCATION, BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - - OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

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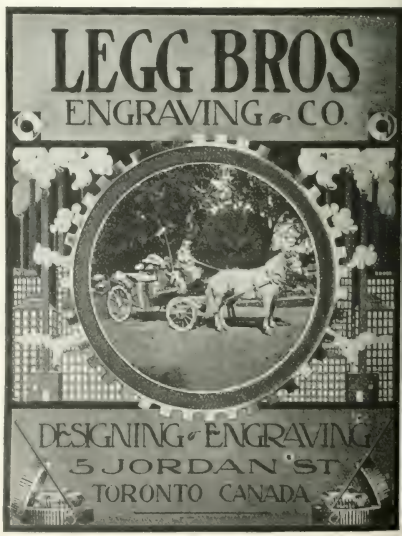
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that it may conveniently become the photographers companion on all excursions and obviates the necessity for any other note book.

In the latter portion of the "Wellcome" Photographic Exposure Record and Diary, the whole problem of correct exposure is dealt with in a very thorough and ingenious manner, all the facts and data which bear upon this important subject are carefully tabulated and correlated and arranged and then expressed in factors.

Inside the cover a special device called the "Wellcome" Exposure Calculator is fitted. This consists of a revolving circular disc which, when certain factors, such as those for the plate and subject are known, will enable the correct exposure to be determined by a singular turn of the scale.

In response to the wish of those amateurs who adhere in practice to one particular brand or film, a special slip for attachment to the disc may now be obtained, which still further simplifies the process. This attachment, which is supplied gratis, (on application) by the publishers, permits the user to confine his attention to the three remaining factors only, and thus materially abbreviates his task. Another new feature in this year's addition is the article on color photography, in which a simple method of producing the chemical solution required is suggested.

For the convenience of the world wide readers and users, the "Wellcome" Exposure Record and Diary is published in three additions, namely :

The Northern Hemisphere and Tropics, (the one suitable for use in Canada.)

The Southern Hemisphere and Tropics.

The United States of America.

When purchasing, care should be taken to specify which edition is required. The "Wellcome" exposure Record may be obtained from all photographic dealers and booksellers.

The price in Montreal is 35 cents.

PHOROMETRY FOR BEGINNERS.*

All modern text-books give a thorough exposition to muscle testing, some in detail and others in a more general way, but is is more difficult for one who has not trained his mind to the task of interpreting written thoughts, to get from these books that which he needs in his practice. It is necessary for scientific statement of fact to be amplified by careful analysis before all of the truths of that fact can be appreciated. In taking up this subject we will endeavor to explain it from the following points of view : first, the method of applying the test for muscle imbalance ; second, the significance of the findings, and third, the procedure by which any irregularities may be corrected.

*W. B. Needles in Jewelers' Circular.

There are many appliances on the market for simplifying this test and obtaining results in an expeditious manner, but as these are not available to all, we will only describe the use of the regular trial case equipment, prepared for this purpose, and if one succeeds in mastering the principles upon which this examination is based, he will be able to conduct it with any of the special conveniences with very little extra study.

Every trial case is, or should be, equipped with a Maddox double-prism, or Maddox rod. We prefer the double prism because of its convenience and accuracy of results, therefore we will describe its use first. The other addition to your apparatus is a light to be placed at a distance of six meters from the testing chair. This should be small and not too bright, if nothing better can be had a candle will serve admirably for the purpose. This light should be placed on the level, or a trifle lower than the subject's eyes. After placing the trial frame in position on his face insert the red glass over one eye and cover it with the black disc. Then before the other eye put the double prism, this will cause monocular diplopia, and when he fixes on the light it will appear as two.

Now rotate the double prism slowly until the two lights assume a vertical position, the top one being connected with the lower one by a streak of light. As soon as this is adjusted take the black disc from before the other eye, first warning your patient that a red light should appear on the streak, mid-way between the two white one. This third light is seen by the eye over which the red glass was placed, and if all three are in the same plane it will indicate that the visual axes are balanced so that each is pointed directly at the light. To understand what this signifies we must remember that the position of the visual axes depends upon what is called the poise or balance of the extra-ocular muscles, and of course such a result would indicate that each of these muscles is receiving its normal impulse. This is known as orthophoria.

But we must not stop here in thinking of the significance of this test, instead, we must study the condition of the nervous system which renders this balance possible. First of all, remember that the strength or pulling power of the muscle depends solely upon the nerve stimulus which it receives. If this is normal, as it must be in true orthophoria, it is an evidence that the nerve reserve has not been over-taxed for energy to supply this department, and, consequently, we need have no fear of a spasm interfering without work. This is by far the most satisfactory knowledge we can obtain from this test, and every time we apply it and secure a showing of normal balance we may rest assured that our re-

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Your Jobber can supply. May we send our Illustrated Export Price List. IN PACKETS
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fractive test will reveal the total error. However, a great majority of the cases, who come to the optometrist for an examination, will fail to show this normal alignment of the visual axes, because the strain and over-accommodation which they have undergone, before yielding to the thought of wearing glasses, will generally have taxed the nervous system so as to cause it to exhibit an erratic distribution of energy when this test is put on. It may be that the red light will appear displaced either to one side or the other when the black disc is removed, and this, of course, would indicate that the muscles were out of balance, a condition described by the general term heterophoria. This is of two varieties, esophoria and exophoria, the first indicates a condition in which the eyes are converging, and the second meaning that they are diverging.

Before attempting to measure the amount of this divergence or convergence, let us consider what each condition signifies. If the eyes turn in they have been pulled to this position by over-strength of the internal rectus muscles, or weakness of the externi which permitted the normal pull of the converging muscles to overpower them. As to which of these causes is the more probable, we get an idea by studying the condition of the entire system which is generally associated with this exhibit.

By keeping a careful record of all the cases in which the eyes have showed a tendency to converge, and observing the physical symptoms throughout the body, it will be found that an overwhelmingly large per cent. of these people are of the plus variety. That is, if they are nervous, they will be excitable and over-active rather than exhausted and passively irritable. They will present positive indications rather than the negative. This implies a vigorous constitution with over-demands having been made upon it, resulting in spasmodic nerve distribution, not only to the eyes but throughout the entire body. This would have effected the ciliary muscles first, producing a tonic spasm of the accommodation, and because the cranial nerves, which supply these muscles also innerate the internal recti, the same nervous impulse is imparted to these muscles also, and in response to it we find the eyes turning in, just as soon as the voluntary control is removed by the double prism. This of course ignores the theory of weak externi as a possible causative factor in these cases, and because of their rarity we will not give space to this class at this time.

Our rule of procedure, then, should be: whenever this test shows the axes turning in, be on the lookout for a tonic spasm, and do not be deceived into overlooking the latent hypermetropia.

Whenever we find by this test that the eyes are diverging we know it to be the result of one of two causes, either the internal recti are too weak or the externi are too strong. Applying the same proof that we used in the other classification we find that all people whose eyes display this tendency, show physical symptoms throughout the body, that are of a minus character; for example, these people are more easily exhausted, they are anaemic and impoverished to a greater or less degree, and will very rarely display any indication of possessing a nerve reserve that measures up to the normal.

Therefore for these cases we must reject any theory, except that of weak internal rectus muscles, as being responsible for their showing. This means of course weak nerve impulse, and as it is the third pair of nerves that supplies the energy to this department, we reason that it must have been over-accommodation that exhausted the nerve centres, and we conduct the case accordingly. Our rule under these circumstances is to consider all cases where the eyes turn out under this test, as being subject to frequent collapse, and we must be on our guard against the interference of a clonic spasm, as these are almost invariably present with such conditions.

When there is a cart ahead there is a track behind.



THE MARTIN, BOLE & WYNNE CO.

WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets **WINNIPEG, MANITOBA**

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1,000 to $5,000, also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

Business during the past month has been very good, notwithstanding a good many parts of the country trade has been hampered on account of the heavy snow falls. The drug markets have been particularly active and nearly everything is on the advance.

Mercury and all its salts have advanced about 5c. lb.

Bromides have been advanced by the manufacturers 8c. lb., and may go still higher.

Cod Liver Oil, on account of the report of poor fisheries, is very much higher in price, and the outlook is that now is a good time to buy.

Insect Powder Pure will be a little lower than last year.

Paris Green, price has not yet been fixed by the manufacturers.

Tartaric Acid, Cream Tartar, Sal Rochelle; Citric Acid, maintain their high price.

Buchu Leaves, while declining a little a short time ago, have gone back to higher price again.

Camphor is about 5c. lb. higher. It would seem as if this was a good time to buy for spring.

Napthaline Balls, for the present are about the same price as last year, but may sympathize with Camphor.

Opium, on account of bad weather, is high in price, and Morphia and Codeia are sympathizing with it.

Linseed Oil, Turpentine and Resins, are all at very high figures with no prospect of a decline in the near future.

All commercial acids—Sulphuric, Muriatic and Nitric have been advanced in price by the manufacturers.

Glycerine maintains the high figure, and it would not be a surprise if it went up a little higher yet. This is on account of the enormous demand, which is larger than the supply.

Oil peppermint on account of scarcity is creeping up, and Menthol has advanced very much on account of it.

A—Advanced. D—Declined.

A.—Ammonia Bromide	lb.	.73
Bismuth Salicylate	oz.	.25
D.—Bismuth Subnitrate	lb.	$3.00
A.—Calomel	lb.	1.25
A.—Camphor Bells	lb.	.75
A.—Camphor, ¼-lb. blocks	lb.	.73
A.—Camphor, oz. blocks	lb.	.85
A.—Camphor, ½ oz. blocks	lb.	.87
A.—Camphor Powdered	lb.	.85
D.—Chloroform German	lb.	.55
A.—Codeia Crystals	oz.	4.25
A.—Codeia Hydrochlor, ¼ths	ea.	.55
A.—Codeia Phosphate, ¼ths	ea.	.55
A.—Glycerine	lb.	.35
A.—Glycerine, Price's	lb.	.65
A.—Glycerine, Merck's	lb.	.65
A.—Leaves Buchu	lb.	1.50
A.—Menthol	oz.	.50
A.—Mercury Bichloride	lb.	1.15
A.—Mercury Bichloride Powd	lb.	1.20
D.—Oil Almonds Dulce	lb.	.45
A.—Oil Cod Liver, Newfoundland	gal.	2.25
A. Oil Cod Liver, Norway	gal.	2.50
D.—Oil Cumin	oz.	.45
A.—Opium	oz.	7.25
A.—Opium Powdered	oz.	.60
A.—Potash Bromide	lb.	.53
A.—Red Precipitate	lb.	1.35
A.—Soda Bromide	lb.	.58

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

BUSINESS FOR SALE

Paying drug business in thriving, growing Ontario town, best location, no cutting, agreeable opposition, well established and improving every year. Investigate quick. Box 9, Canadian Druggist.

SITUATION WANTED.

Drug clerk and Optician. Highest Canadian Optical and English Pharmaceutical qualifications. Ainslie, 113 John St., Toronto.

THE SURE-FIT STRAP IS INDISPENSABLE TO

OPTICIANS WHO SELL RIMLESS GOODS

IT

Fits any thickness of Lens
Makes rimless stock interchangeable
Reduces breakage to a minimum (important)
Requires no tools
Can be supplied on all styles of rimless spectacles, and

TRIUMPH EYE GLASSES WOLVERINE

SEND FOR SAMPLES

Michigan Optical Company, Limited

20-22 ADELAIDE STREET WEST TORONTO

ANNUAL ENTERTAINMENT.

The annual entertainment and ball given by the employees of Meyer Brothers Drug Company, under the auspices of the Meyer Brothers Employees Mutual Aid Association, took place on the evening of February 15, at Union Club Hall. This event was the greatest of its kind ever given by a like organization in the city of St. Louis or anywhere else. About 2,500 tickets were sold, and fully 2,000 people were in attendance.

The hall was beautifully decorated with green leaves and large paper roses, and immense palms extending from each of the side pillars, which added much to the appearance.

Stanley B. Simpson, manager of the Meyer Brothers Drug Company, made the opening address of welcome, and among other things, stated there would be something doing all the time, was followed with a continued "something" and everyone was satisfied that Mr. Simpson kept his word.

Preceding the first performance, an elaborate bouquet of flowers was handed Mr. T. F. Meyer for his mother, the widow of the founder of the Meyer Brothers Drug Company.

Water may run in a thousand channels, but all returns to the sea.

ROUGH DRIED DIMITY.

"Rough Dried" is the latest "Dimity" to be offered to the Fine Stationery trade by Buntin, Gillies Co., Limited, Hamilton. It possesses the same quality and style which has made "Dimity" the most popular note paper in Canada to-day, but comes in a new, hard surface, which is a pleasure to write on, and is the very acme of daintiness and refinement. "Rough Dried Dimity" is supplied in the fashionable Colonial size with deep pointed flap envelopes, and also in papeteries and tablets.

—Twenty-third year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J. DYAS, PUBLISHER

Subscription, one dollar per annum in advance

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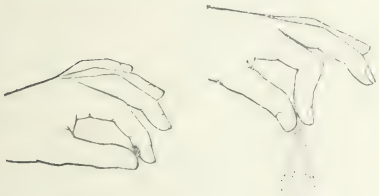
The Canadian Druggist.

Vol. xxiii. TORONTO, CANADA, APRIL, 1911 No. 4

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" PULVERETTE "

The All British Patent **POWDER PILLS**



Before After

¶ Superior to pills and compressed tablets.

¶ Supersede American made Powder Pills.

¶ Will not crack or discolor when kept.

¶ Process of manufacture is simple, quick and accurate

¶ Drugs do not deteriorate during manipulation.

¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in **PULVERETTES.**

Canadian Depot :

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Samples and Quotations :

OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

THE BRITISH COLUMBIA ACT.

The Bill introduced in the Legislature of British Columbia by Mr. F. J. Mackenzie, M. L. A., who is President of the British Columbia Pharmaceutical Association, as given in our last issue pages 149 and 150, received its third reading March 1st, the only alteration being an additional clause which reads as follows :

Clause 4. Any physician who signs any prescription or order for the filling of which any drug is required, unless such drug is required for medicinal purposes or is prescribed for the medical treatment of a person who is under professional treatment by such physician, and any dentist or veterinary surgeon who signs any order for any drug, unless such drug is required for medicinal purposes in connection with his practice as a dentist or veterinary surgeon, shall, upon summary conviction, be liable to a fine not exceeding two hundred dollars and costs.

This clause it will be observed is identical with that in the bill before the Dominion House, introduced by Hon. Mackenzie King.

PRICE PROTECTED GOODS.

The experience of the Dr. T. A. Slocum Co. in the matter of price protection, should convince other manufacturers that "where there is a will there is a way," and the sooner that patent medicine manufacturers come to realize the fact that both their own interests and that of the retail druggist will be better served by the adoption of the price-protection plan, the better it will be for all branches of the trade.

Mr. Levee, the manager of the Dr. T. A. Slocum Co., in a talk before the Toronto Drug Section, outlined the attitude of his company in this matter, and pointed out that under the contract plan the purchases coming as they did through the regular wholesale jobbing houses, although perhaps in some ways conflicting with previous conditions, yet proved to be the best plan, and the only available one for carrying out a campaign of this kind with any degree of certainty.

Mr. Levee stated that 1,500 signatures had already been obtained for the price contract plan, and he believed that the effect of their campaign

would be not only to benefit the retail druggist very materially in the sale of the company's preparations, but would also enable other manufacturers who adapt the same plan to secure signatures much more readily.

This company as well as all others who have adopted the price contract plan should and will have the active co-operation of the retail druggists in the sale of their respective lines.

PARCEL POST.

Recent advices from Ottawa would indicate that the government has under consideration the adoption of a parcel post system at a reduced rate of postage. There is no doubt that there is a strong sentiment among people generally for such a modification of the postal regulations as would permit the sending of packages and goods through the post office at a considerable reduction from present rates, and more especially, we believe, is this feeling prevalent among the farmers to whom it would be of immediate advantage, (although, perhaps in the long run, decidedly to their disadvantage.)

The immediate effect of such a change in the postal regulations could not fail to be the encouragement of the mail-order houses and the department stores, to the detriment of the smaller retail dealers ; and such a course would serve to build up a few cities at the expense of smaller communities of the country.

It would certainly be very disadvantageous for the local retail distributors, its tendency being to diminish their sales, and ultimately put many out of business. This being the case it would surely injure the jobber, as that which affects the retailer must affect the jobbing merchant, and there should be a practical unanimity amongst the wholesale and retail trade in opposition to this project.

Centralization of business is not good for any country, and what the city would gain the rural community would certainly lose, and the effect on the farming community would be that although they could obtain their goods by mail at a comparatively low rate of postage, yet their home market would be so affected by the injury done to the retail trade in the small towns, etc., that the farmers would stand to lose quite as much if not more than they gained from the saving secured by so called bargain purchases.

It is to be hoped that strong pressure will be brought to bear by retail associations, as well as the jobbers, in opposition to any plan such as is proposed, which would injure a large proportion of the community by the supposed betterment of the few.

THE OPIUM AND DRUG ACT.

In our February issue we gave in full the Bill introduced into the House of Commons by the Hon. W. MacKenzie King, entitled "An Act to prohibit the improper use of Opium and other drugs" (which included Cocaine).

This Bill has been passed by the House of Commons and gone to the Senate where an amendment was added in the committee stage. The amendment, which was proposed by Sir Richard Cartwright, and was carried, enlarges the scope of the Bill, making it a criminal offence not only to have in one's possession Opium, Cocaine, Morphine or Eucaine, but also any salts or compounds thereof, or to import, export or deal in these drugs, except under strict conditions guaranteeing that they shall be for medicinal or scientific purposes only.

The intention is not to make the possession or the use of these drugs a criminal offence, if it could be shown that there was a lawful or reasonable excuse therefor, but to provide for the abuse of the law only. Notice of motion was given by Senator McMillan that on the third reading of the bill he would move an amendment amplifying clauses four and five of the aforesaid Act, so as to make the penalty apply to a person who takes internally any extracts, derivatives or preparations of opium, and to exempt the use of these drugs as a home remedy in the case of emergencies or for use in treating cattle, providing that in the latter case the prescription of a veterinary surgeon was given.

The amendment of Sir Richard Cartwright will, we believe, meet with the full approval of pharmacists, and should have the effect of still further assisting in the doing away with the illegal sale of these drugs by unprincipled vendors.

Senator McMillan's amendment, it appears to us, goes too far, and would create a hardship in many cases without putting any further restriction on the sale of the drug.

THE PRICES CURRENT.

In this issue will be found the complete "Prices Current and Index of New Remedies," which have been corrected up-to-date, and will be found of valuable assistance to our readers.

It is to be observed that the quotations given are for prices in small quantities, as usually purchased by retailers.

We also give our usual monthly report of changes in prices showing the principal advance or decline in prices during the month.

The young man who can start in business without having to go outside of his own family to secure an indorser for his paper should never go outside with his own indorsement.

HARVARD Clinicals

CLINICAL THERMOMETERS are depended upon to answer questions of human life and suffering

Users have no available means of determining the accuracy and trustworthiness of such instruments. They look TO YOU, Mr. Dealer, to supply them with a dependable article.

And you in turn, for the self same reason, look to the Manufacturer for such an article.

Both of you are entirely dependent upon the honesty and ability of the maker who alone knows and controls the process of manufacture.

Safeguard your reputation, then, as dealer in reliable goods, by selling a "HARVARD" to every customer requiring a Clinical Thermometer

In the manufacture of HARVARD CLINICALS we aim to safeguard every interest.

Our standard is permanent accuracy, reliability and dependability—and no thermometer failing to pass this "reliability standard" ever goes on sale.

The result is a certified quality of goods and a degree of protection worthy your careful consideration.

HARVARD CLINICALS range in price from $9.00 to $21.00 per dozen, according to registration.

Send for Catalog P 11 and our Special Proposition No. 14 that will help you sell the goods.

THE RANDALL Boston

FAICHNEY CO. U. S. A.

Manufacturers of Distinctive Surgical and Dental Specialties

For Infancy, Illness and advancing Age.

BENGER'S Food

Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

Benger's Food is supplied in two and four ounce tins through most Wholesale Druggists and leading Drug Stores.

SOUTHALL'S

SURGICAL

Absorbent Wools, Lints, Bandages, Gauzes, and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint

DRESSINGS

SOUTHALL BROS. & BARCLAY

LIMITED

—Weavers and Bleachers—

Mills—BROOMSGROVE and BIRMINGHAM, England

Agent for Canada—J. M. SCHEAK

CARLAW BUILDING, Wellington St. West, TORONTO

Nasmith's "All-Diff" Chocolates

A White 30c Package

The Nasmith Co. Limited, - Toronto

Special Export House for OLIVE OILS of the Provence and of Italy

Registered Trade Mark: "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. BENABEN at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

Sole Agent for Canada THOMAS GIBBARD 43 Saint Francois Xavier St., MONTREAL

It may seem a little early to think about flies, but the fact remains that time flies, and the summer will be here before we realize it. It is a good time to place orders for

FLY POISON

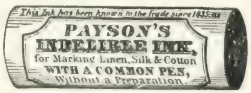
then we can print the name on the packages and have ready for immediate shipment.

SWEET FLY POISON DISCS

100 in a box, with druggist name, $2 per box

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG



THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion

ESTABLISHED 1891

Common Sense Vermine Exterminators

TWO KINDS
NO SMELL

RATS and MICE



Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known. Retains its strength for years.
Sold in every Country in the World.

Sold by all Jobbers:

TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.

ARSENATE OF LEAD.

This insecticide is rapidly coming forward as a useful article to all who wage war against leaf eating insects and parasites which thrive upon the products of our fruit trees, berry bushes, orchards and gardens generally.

The application of Arsenate of Lead has only come into general use at a comparatively recent date, and druggists will do well to see that their stocks are in good shape and well assorted, regarding packages, to meet the requirements of purchasers who will undoubtedly be on hand early in the season.

Careful tests have been made, which show that the action of the Arsenate of Lead is most destructive to the pests, and, consequently beneficial to the gardner or husbandman. Its general employment is apparently only a matter of a very short time.

It is not thought, however, that Arsenate of Lead will replace Paris Green, which is so well understood in its application to the potato vine, but will prove a valuable complimentary aid to this popular destroyer of the farmer's foes, etc.

We understand that the Canadian Paint Company, Limited, of Montreal, Toronto and Winnipeg, are manufacturers of Arsenate of Lead. They ship it in a moist state in 1, 2 and 5 lb. bottles, 25 lb. kegs, and in half barrels (400 lbs.), and barrels (800 lbs.)

CONFECTIONERY IN THE DRUG STORE.

Our readers cannot have failed to notice the increasing number of firms who are advertising their choice lines of confectionery to the trade through our columns.

Several reasons are very apparent for this. In the first place, those who have advertised with us have found results so satisfactory that we have been able to retain them as regular advertisers, and again it has come to be a recognized fact that the public look to the druggists for the highest class of goods in this line.

Commencing many years ago with a stock of English made "boiled" goods, principally of a medicinal character, business has generally enlarged until now druggists are supposed to have one of their show cases at least, completely filled with attractive packages containing the goods of leading manufacturers in the line of confectionery.

It should, therefore, be the aim of druggists in handling these goods to see that their stock is all of the best manufacture, and that it is also tastefully arranged, and well displayed. Our advertising columns contain advertisements of a number of manufacturers who supply goods particularly adopted to the druggist trade, and we would suggest careful reading of these advertisements every issue, with a view to keeping in stock these specialties.

ONTARIO COLLEGE OF PHARMACY.

ELECTION OF COUNCIL.

The term of office of the members of the Council of the O.C.P. will expire after the meeting to be held in June, and the election of new members of the Council will be held on the first Wednesday of August of this year. Those qualified to vote at this election "shall be such persons as are members of the said council and are liable to pay the annual fee under this Act." After the 1st day of June every duly qualified member of the College may send to the Registrar a nomination of one duly qualified member of the Council, as a candidate for election, or he may sign nomination papers of any such candidate. All nominees must receive the nominations of at least three duly qualified members of the college who are resihents in the divisions in which they live and are doing business. This is a very important point to remember.

At the last session of the council a re-arrangement of the geographical boundaries took place and the following is a correct list of the electoral territorial divisions. The one appearing in the minutes of the semi-annual meeting is incorrect in some particulars.

No. 1 Division shall consist of the Counties of Glengarry, Prescott, Stormont, Russell, Renfrew, Dundas, Carlton, Lanark and Grenville.

No. 2 Division shall consist of the Counties of of Leeds, Frontenac, Lennox, Addington, Prince Edward and Hastings.

No. 3 Division shall consist of the Counties of Northumberland, Durham, Peterboro, Victoria, Haliburton and Ontario.

No. 4 Division shall consist of the following portion of the city of Toronto, viz.: All that portion east of Spadina Avenue and Spadina Road.

No. 5 Division shall consist of the following portion of the city of Toronto, viz.: All that portion west of Spadina Avenue and Spadina Road.

No. 6 Division shall consist of the Counties of York, Simcoe, and districts of Parry Sound and Muskoka.

No. 7 Division shall consist of the Counties of Wellington, Halton, Peel, Dufferin and Perth.

No. 8 Division shall consist of the Counties of Wentworth, Lincoln and Welland.

No. 9 Division shall consist of the Counties of Brant, Waterloo, Haldimand and Norfolk

No. 10 Division shall consist of the districts of Rainy River, Thunder Bay, Algoma, Nipissing, Sudbury, Kenora, and Manitoulin.

No. 11 Division shall concist of the Counties of Elgin, Middlesex and Oxford.

No. 12 Division shall consist of the Counties of Huron, Grey and Bruce.

No. 13 Division shall consist of the Counties of Lambton, Kent and Essex.

PUTTING ON AN ATTRACTIVE FRONT.

A progressive pharmacist sends us the following for publication :

Your show window and your "ads" are your salesmen ; they create the consumer's interest and show him what you have to sell. More frequently than you suspect your goods and your firm are gauged by your window display and your advertising. If nothing more, keep your windows washed and the dust out—you will not be a loser. Let people judge your wares by your windows.

Above all, keep the glass perfectly clean all the time, so that a first glance will create a good impression. If you don't do this all the good things that you have fixed up will be absolutely wasted.

If you want to "kill" your window, fill it full. Too many articles distract attention.

Center your window display on one article, and let all other things shown be secondary.

You'll attract attention and desire by this.

Change your window every week, so that people will look forward to seeing your new ideas.

Keep something new before the public.

Fix up your windows and see what happens. It's not much trouble; other dealers have increased their business by doing so. Why not you ?

Have a picture taken of it and send it to your trade journal, and they will tell you frankly what they think of it.

Get busy and give it a fair trial, not once, but several weeks in succession, changing your display at least once a week.

Attractive windows are business holders.

Start the foundation right.

UNGUENTUM PHENOLIS—CARBOLIC OINTMENT.

White petrolatum as base is unsatisfactory, the phenol is not absorbed by the petrolatum and separates out in time. Also the ointment is too soft. The following formula is suggested :

Phenol..... .... 3.0 grammes
Ointment..... ....50.0 grammes
White Petrolatum..... .....47.0 grammes

To the melted ointment add the petrolatum, and then the melted phenol, stir until it congeals.

The benzoinated lard in the ointment absorbs the phenol and the white wax (10 per cent.) gives the finished ointment a better consistency.— O. Muhlan, before the O. S. P. A.

THE STATIONERY DEPARTMENT.

The commercial side of Pharmacy requires quite as much attention as the professional, particularly under existing circumstances, where it seems necessary for the pharmacist to combine with his usual stock a number of "sidelines" in order to make his business a profitable one, and to compete with those merchants who carry stocks of goods heretofore kept by druggists alone.

Of all the "sidelines" offered by druggists in Canada, none perhaps has been more universally adopted and has proved a more profitable one, than that of stationery, and by this we mean all that usually enters into the stationer's stock.

Frequently too little thought is given to the manner of keeping and displaying this stock, and to bring it prominently before the public generally. There is sufficient business to be done and profit to be made to make it worth while to bestow some attention on this portion of the business, and to study well both the buying and the selling sides of it. One excellent feature about stationery stock is, that it is not necessary to make a large investment in stock, and a general assortment can be had which will be quite as effective, if the stock is carefully watched, as to make large purchases.

Druggists should as a rule keep the highest class of goods, not only to be in keeping with their general stock, but also to maintain the reputation generally enjoyed by the trade, that the best of things are to be had at the drug store.

Judicious advertising and well displayed stock, and an occasional window display will undoubtedly bring to the druggist-stationer a nice volume of trade, not only from his regular customers, but from transient trade as well.

Manufacturers and wholesale dealers fully recognize the value of the druggists' trade in these lines, and our advertising pages contain regular announcements which it will be well for our readers to consult each issue.

WHITE SOFT SOAP.

For use in dermatological therapeutics is made as follows :

Alcohol (94 per cent.)..... ...100 c. c.
Pure caustic potash..... ..... 7 grams
Dissolve and add little by little—
Cocoanut oil..... ... ., 43 grams
Separate the alcohol by distillation and add—
Distilled water..... .... 50 grams

The yield is 100 grams of translucent soft soap, which melts at 25 degrees C.

You may be sure that the man who makes no mistakes is a man who accomplishes no new things.

Specify "Frosst"

When ordering pharmaceuticals from your wholesaler, specify "Frosst."

Frosst's Pharmaceuticals, conspicuous by their absence from the front shop, appeal to physicians.

Made for physicians' prescriptions, their place is in the dispensing department where they are recognized as standard.

Charles E. Frosst & Co. **Montreal**

The Walpole Hot Water Bottle

FUSIBLE CORE PROCESS (Patented)



Offers You the Advantage of a Strict Price Maintenance

No one can cut the price or undersell you. You are assured a liberal profit and protection.

The WALPOLE is the only bottle made without seams, joints or cement—absolutely one piece of moulded rubber.

The WALPOLE can't leak, even though boiling water be poured into it. We guarantee it for two years, and you simply pass on our guarantee to your customer.

If you have not already ordered, why not do so at once? Here is a good sample order—one half dozen each of the one-quart, two-quart, three-quart and four-quart bottles will cost you $39.13 for the two dozen. They sell for $67.50.

Send your order to-day.

WALPOLE RUBBER COMPANY, Limited

MONTREAL, P. Q.

VALENTINE'S SERIES
POST CARDS
THROUGHOUT THE WORLD

HIGHEST AWARDS OBTAINABLE AT THE FOLLOWING EXHIBITIONS

FRANCO-BRITISH, 1908—2 Grand Prix.
JAPAN-BRITISH 1910—Grand Prix.
BRUSSELS, 1910—Grand Prix.
IMP. INTERNATIONAL, 1909—Diplomas and Grand Prix
BRUSSELS, 1910—Diploma of Honor.

As we have perfected Local View Postcards, so have we now

SEASON'S GOODS

and our travellers are on the road with a line

SECOND TO NONE

for

XMAS and NEW YEAR

Impossible to give in detail what we do have, nor can we specialize on any particular line, as they are all specialties, and being manufacturers, our prices are right, cut in fact. Forbear ordering, therefore, until you at least see what we are offering.

The Valentine & Sons United Publishing Co., Limited

Canadian Offices at:
MONTREAL TORONTO WINNIPEG VANCOUVER

Factories:
DUNDEE and EDINBURGH, SCOTLAND

Other Offices at
London New York, Glasgow, York, Plymouth, Manchester, Birmingham, Dublin

OPPORTUNITY IN THE STORE.

Probably many a dealer has frequently wondered what he could do next to increase his trade, sighing, maybe, for opportunities to attract additional business, when, as a matter of fact, he has innumerable opportunities in his own store and his own stock. Sometimes it requires an unusually observant eye to discover these opportunities. Again, they will be thrown at one, and confront him from every corner.

Sometimes one needs to be told what lies within his reach. Again, the dealer himself recognizes these chances and takes advantage of them without the necessity of pointing them out to him. It all depends upon the man, and it is here more than anywhere else, perhaps, that personality counts in the consideration of business. The man who sees opportunities where others do not will build up a business which will prosper and yield profits long after the trade of some other less fortunately constituted man has succumbed to the inevitable and ceased to carry on trade.

While much of this desirable faculty is born in men, there are a good many in whom it can be cultivated. The most that one requires is a determination to make as much as possible of one's opportunities and develop one's business chances as far as circumstances permit. It is not enough that one wants to accomplish something along this line. One must undertake vigorously to accomplish it, and unless he does this he will fail in most instances. The real success in this direction is made by the man who feels that he must perform something out of the ordinary in order to make his business as profitable as he would like it. The principal difficulty comes in inducing men to believe these facts. They may say they appreciate the necessity of doing something along these progressive lines, but to appreciate them is one thing—to succeed in developing the business is quite another. With this fact clearly in mind it is possible to indicate in some degree what must be done to make one's business grow.

SHOP SHOTS.

To leave a window empty a day is the same as leaving your newspaper advertising space vacant for an issue.

If your windows are old-fashioned and you have not the money to make them over, borrow it. It will be the best investment you ever made.

It's a mighty poor plan to try to do business in the dark, unless you are running a second-hand store. The bright store is the one that attracts the shoppers and sells them the goods.

It's a wise merchant that keeps posted on what his clerks do outside of business hours.

The best show card is one that can be read at a glance; on the run, as it were. Window gazers have neither time nor inclination for essays.

Like the snowball the boy rolls up in the wet snow are the results of good advertising. They keep accumulating as long as the ball is kept rolling.

Making people want the goods is half of good advertising. Take advantage of the desire created by the manufacturers who advertise whenever you can.

TERPIN HYDRATE—A PERFECT SOLUTION AND SATISFACTORY PREPARATION OF IT.

Frank W. A. Haas, Newcastle, N.B.

The first request for a solution of terpin hydrate to be given in mixtures, etc., came to me about ten years ago, when a physician desired information on the solubility of the hydrate.

An emulsion containing two grains to the fluiddram, was about the most satisfactory mixture we could obtain at that time. However, it set me experimenting with terpin hydrate, and finally resulted in the following formula:

Solutio Terpini Hydratis Composita.

Terpin hydrate, powd..... ..... 30 Gm.
Hot glycerin..... ....650 Cc.
Stir until dissolved. When partly cooled add:
Fluidextract wild cherry bark 62.5 Cc.
Alcohol... ....235 Cc.
Glycerin..... ....ad. 1000 Cc.

Dose.—4 Cc., containing 0.12 Gm. (about 2 grains) terpin hydrate, to be taken with water. To meet climatic conditions, I found it advisable however, to reduce the amount of terpin hydrate to 25 Gm. per 1000 Cc., the resulting preparation containing 0.1 Gm. (about 1½ grains) per 4 Cc. of terpin hydrate in perfect solution.

Codeine or heroin in the usual amounts are readily dissolved in the alcohol before adding to the mixture.

The Pharmacopoeia mentions the solubility of terpin hydrate in water (hot and cold), alcohol, (hot and cold), ether, chloroform, and glacial acetic acid. Why not add the solubility in glycerin, and its practical application?

TO CLEAN PAINTED SURFACES.

The Apotheker Zeitung gives the following: 70 to 75 parts of a 33 per cent. (approximate) solution of acetic acid are mixed with 25 to 30 parts of a 3 per cent. solution of boric acid. The surface to be cleaned is moistened with this mixture, which is then washed off with water.

The Enterprise Chemical Co., of Montreal, Quebec, have registered as doing business in that city.

PHARMACY IN GREAT BRITAIN

Pharmaceutical Finance---The British Conference, 1911---Disclosure of a Manufacturing Secret---Pharmacists of the Medical Council---Irish Chemists' Society---Slander Action between Chemist and Doctor---The Uses of Radium.

The annual financial statement of the Pharmaceutical Society which was presented at the March meeting of the Society's Council, shows that the official pharmaceutical body in this country is in a very satisfactory financial position. During 1910 the Society's expenditure amounted to £7567; fees paid by students at £6,361 received by examination fees; 6,672 members' subscriptions, 471 student associates subscriptions and life composition fees amounted to £16,738 and the income included Society's School of Pharmacy came to £1619 and the accumulated fund now stands at nearly £40,000. When it is considered that the Society has had a rather expensive year chiefly owing to cost of the administration of the Pharmacy Acts, it will be seen that members cannot but admit that their money has been wisely expended during the year. While writing of the Pharmaceutical Society, it will not be out of place for me to refer to the approaching seventieth anniversary of the body. The event is to be celebrated in the customary manner by holding an anniversary dinner. A strong committee has been formed to make arrangements for the festival, and the suggested date is May 16.

* * * * *

A draft program of the 1911 meeting of the British Pharmaceutical Conference, which is to be held at Portsmouth in July next; has reached me. There will be three sessions of conference on successive days for the reading and discussion of papers. The social side, which is always a prominent feature of the conference, promises to be exceptionally interesting this year. Visits are to be paid to Hamons Portsmouth Dockyard, and the "Victory," and on one day a trip to the Isle of Wight is to be made. Mr. W. F. Wells, of Dublin, is the President.

* * * * *

Under the new Prevention of Corruption Act, an important case has been heard at Newcastle Assizes, which has caused a good deal of interest in the commercial circles. Three men were charged with having corruptly offered a promise of employment to an agent of the Thermal Syndicate, Ltd., Wallsend, as an inducement for disclosing the secret method of manufacturing silica by the Syndicate, and the names of the persons supplying moulds to them. The defendants were said to be the manufacturers of silica articles similar to those made under the patents of the Thermal Company. The agents of the Syndicate, who were approached by the defendants, informed their employers of the offer made to them, and a trap was laid for them which they fell into. In their defence, the accused men stated that they only approached the Syndicate's employees because they wanted to obtain good workmen for their manufactory at Zuirch, and that the offer made was perfectly genuine. The Judge, however, took a serious view of the case, and sentenced the prisoners to six and four months, and one month's hard labor respectively.

* * * * *

The dispute between a member of the Pharmaceutical Council (Mr. Edmund White) and the Committee of the Reference in Pharmacy of the British Pharmacopoeia continues. In behalf of the Council, a letter has been sent to the committee inviting them to furnish a report on their work and the reply stating that reports had been sent to the General Medical Council, has, apparently, not tended to heal the breach. The difference of opinion arose mainly owing to the complaint by Mr. White that pharmacists are not properly recognized as medical men in connection with the production of the British Pharmacopoeia. In every other country pharmacists and doctors are jointly responsible for the production of the official book on medicines.

* * * * *

The Chemists' and Druggists' Society of Ireland has held its annual meeting at Belfast. Mr. Robert Cambridge was elected President for the ensuing year, and Messrs. William Jamison and Samuel Gibson, of Belfast, were elected Vice-Presidents. The secretary is Mr. R. A. Jamison. During 1910 the Society accomplished much useful work on behalf of the craft in Ireland.

* * * * *

Slander actions between chemists and doctors are, fortunately, a rare event. One such dispute has been occupying the attention of the sheriff of the Dumfermline Court. A Kelty chemist named Edward Gordon, sued a medical man named Darabshaw Samana, in practice at Kelty, for £500 damages, and the doctor also counter claimed a similar amount from the chemist. The latter based his claim on statements which he held to be a reflection on the purity of his drugs



AN ANNUITY—
A "FOLLOW-UP" SYSTEM—
A SURE, SUBSTANTIAL PROFIT.

There's a **good profit** and a **sure profit** in every **GILLETTE** sale.

GILLETTE prices are, and **must be,** the same everywhere, so that your profit cannot be reduced by any price-cutting competitor.

It's an easily earned profit, too. Everybody knows the **GILLETTE.** Its superiority is generally recognized. Pointed, persistent **GILLETTE** advertising is developing new purchasers at the rate of over three thousand a day.

Every man who buys a **GILLETTE will come back to you regularly for new blades.** Think what that means.

It means, first of all, a steady annuity on blade sales that will eventually yield you more profit than did the original sale of the razor itself.

It means, too, a splendid "follow-up" for you. You know how easy it is to let a customer drift away and lose him, and how hard it is to get him back regularly, because he needs most of your lines only occasionally, at long and irregular intervals.

But if he has a **GILLETTE** he'll come in regularly, without coaxing, and he'll come in pleased, for he's sure to like the **GILLETTE.** That opens to you an opportunity for sales in other lines that will probably be greater than the blade purchase which he came in to make.

Thus there's a triple advantage in making **your** store the **GILLETTE** headquarters for your town. Are you doing it or are you letting the opposition set the pace for **you ?**

The Gillette Safety Razor Co. of Canada, Limited

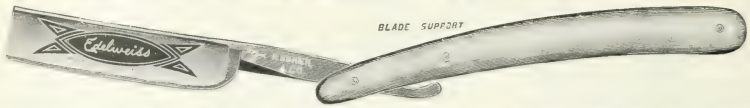
Office and Factory -63 St. Alexander Street, Montreal

Offices in New York (Times Bldg.), Chicago (Stock Exchange Bldg.), London, Eng. and Shanghai, China

Factories in Montreal, Boston, Leicester, Berlin and Paris

You Can't Sell—Neither Can Your Customers Buy—Better Cutlery Than

H. Boker & Co.'s "Tree" Brand



Every piece of cutlery that bears this Brand is warranted and forged from the highest quality English Steel. The hardening, tempering and whetting and honing is by our own process. That's why we guarantee the quality, and we know that guarantee will never be called into action. The merchant displaying a well chosen assortment of "TREE" BRAND is reasonably sure of all year cutlery sales.

ASK YOUR JOBBER TO SHOW YOU BOKER'S "TREE" BRAND ASSORTMENT

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

BE PREPARED

There are some lines of Veterinary Instruments which you will be asked to supply your trade with during the next two months. It will pay you to have your stock complete.

Here Are the Lines:

Milk Tubes, all styles.
Milk Fever Apparatus, 2 sizes.
Teat Dilator and Slitters.
Horse and Cattle Trocars.
Injection Pumps. Catheters.
Hypodermic Syringes.
Clinical Thermometers.

Other Lines:

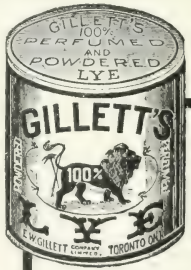
Druggists' Sundries	Electrical Apparatus
Rubber Goods	Leather Goods
Nurses' Supplies	Surgical Dressings

We Guarantee to Satisfy Our Trade

The J. Stevens & Son Co.

LIMITED

145 Wellington Street West, TORONTO.



Just Read The Directions.

Retail Druggists

get familiar with the many uses of Gillett's Lye, and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant —it's a sure trade bringer.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Awarded highest honors at all Expositions.

E.W.GILLETT COMPANY LIMITED
TORONTO ONT. MONTREAL

and the doctor based his claim on statements alleged to have been made by Edward Gordon, reflecting on his professional capacity. The verdict on the case was not available at time of writing.

* * * * *

In a paper read before the Pharmaceutical Society at 17 Bloomsbury Square, London, on March 7, on the subject of "The Therapeutic uses of Radium," Messrs. Hermann C. T. Gardner and O. Aubrey Elias, showed that the results obtained from radium treatment, whether local or otherwise, justified them in asserting that it had passed beyond its primary experimental stage. Rodent ulcers, if not too advanced, yielded to radium treatment; port wine stains so painfully visible on the face could now be made susceptible to the treatment, and even tubercular glands appeared to be charmed away by radium. In gynaecological practice radium had been found of service whilst illness of a gouty or rheumatic nature could be most favorably treated by the emanation. So there opened out a visita of usefulness for the wonderful radium substance which was apparently going to change their whole conception of the foundations of chemistry, the unchangeable atom, for there was little doubt in the minds of thinkers that radium itself is parented by ionium and ionium by uranium, a constant mutation. It had thus become necessary to vary their idea of an element as a body composed of atoms which are unalterable in character. Considering the astonishing properties of the substance, its distribution through the earth's crust, rivers and oceans and the air, where it was constantly evolving heat, they were forced to conclude there yet remains to be grasped the fundamentals of the evolution of the elemental types weaved into the complexities of the cosmos.

SOME GOOD BUSINESS HERE.

The ampoule container for "ready-to-use" hypodermic solutions is becoming very popular with physicians. There are a number of reasons for this. Accuracy of dosage is provided. Solutions of definite strength are assured—solutions, moreover, that are absolutely sterile. The ampoule, too, is convenient—it occupies small space, adapting itself readily to the pocket or medicine-case.

Parke, Davis & Co. are putting up something like a dozen preparations in ampoule form, two of which they are actively exploiting to physicians through the medical press and their large staff of travellers. We refer to Cacodylate of Sodium, an arsenical product (supplied to the trade in 1-Cc. ampoules of $\frac{3}{4}$ grain and 3 grains, respectively) which is coming into extensive use in the treatment of syphilis, and Quinine and Urea Hydrochloride, the non-toxic local anesthetic. A keen interest in both of these preparations is noted among physicians—an interest which happily finds expression in orders upon the druggist.

ONTARIO LIQUOR LICENSE ACT.

Just before going to press in our last issue, an amendment to the Liquor License Act was introduced in the Ontario Legislature by the Provincial Secretary, and we gave in that issue some of the principal points dealt with by the amendments. Since that time the Act has received its third and final reading, and will come into force on the 1st day of July, 1911.

After dealing with the definition of "the Pharmaceutical Chemist," the Amendment contains an addition to Clause 3 of the Act "respecting the sale of patent and other medicines and of alcohol for the purpose of the arts and manufactures." Clause 3, as will be seen by the Act, deals with the manufacture and the sale of medthe clause named: "Provided, however, in the arts of manufacturers, provided, however, that if any such compound, mixture, or preparation as aforesaid containing more than two and one-half per cent. of alcohol is not prepared according to the formula of the British Pharmacopoeia or other recognized standard work as hereinbefore mentioned, the same shall not be sold or offered for sale in this province unless the formula in accordance with which it is prepared is either printed plainly upon a label or wrapper affixed to the bottle or package in which such compound, mixture, or preparation is contained, or a copy of such formula, verified by affidavit, has been deposited in the office of the Provincial Secretary of Ontario at Toronto, and such affidavit shall be in the form prescribed by the Provincial Secretary aforesaid, and any neglect or omission to comply with the requirements of this proviso shall be an offence against the Liquor License Act, and the sale of any such compound mixture or preparation during the continuance of such neglect or omission shall be conclusively deemed a colorable device for the evasion of the Liquor License Act within the meaning of section 7 of this Act and may be dealt with accordingly. And should any such compound, mixture or preparation purporting to be prepared in accordance with any formula appearing upon the label or wrapper affixed to any bottle or package or filed in the office of the Provincial Secretary as aforesaid to be found to contain a large amount of alcohol than is required to hold the medicinal constituents thereof in solution or to prevent fermentation, or should such compound, mixture or

preparation purporting to be prepared according to such formula be found at any time to contain a larger percentage of alcohol than is set out in such formula, the person selling the same shall be conclusively deemed to be guilty of a colorable device for the evasion of the Liquor License Act within the meaning of section 7 of this Act, and may be dealt with accordingly."

To Clause 10, the following additions have been made :

"(a) Any chemist may keep or have upon his premises, for his own domestic use, a reasonable quantity of beer, ale, porter or lager beer, and may keep or have upon his premises or elsewhere for use in his business "ethylic" or absolute alcohol, and may keep or have upon his premises or elsewhere for domestic use or for use in his business any other kind of liquor to the extent of ten gallons, but no more ; but except as aforesaid, no chemist shall, without the license therefor by law required, keep or have upon his premises or elsewhere, any liquor whatever, and the keeping or having upon his premises or elsewhere by a chemist, without such license, of any liquor save as aforesaid shall be conclusive evidence that the same was kept by him for sale in contravention of this act, and such liquor may in such case be seized and dealt with in all respects as liquor unlawfully kept for sale on unlicensed premises ; and in the case of "ethylic" or absolute alcohol kept by such chemist upon his premises or elsewhere, should a Justice of the Peace or Police Magistrate having jurisdiction find that the quantity kept was larger than was reasonably required, having regard to the circumstances of the case, such chemist may be found guilty of keeping liquor for sale in contravention of this act.

"(b! Any chemist who keeps for sale or who sells or barters any liquor without the license therefor by law required, unless expressly authorized so to do by statute, or unless covered by the saving clauses of this act, shall for the first offence on conviction thereof be liable to the penalties set out in section 72 of the Liquor License Act for selling, and for a second or any subsequent offence shall, on conviction thereof, be liable to the penalty prescribed by said section 72 as for a second offence for selling, and in addition thereto his certificate authorizing him to carry on the business of a "chemist and druggist" in this province shall ipso facto be void and be of no force or effect whatever for a period of two years from the date of his conviction, a copy of which shall forthwith be sent to the Registrar of the Ontario College of Pharmacy, nor until the Council of said College shall see fit in its discretion, after the expiration of the said period of two years to reinstate such chemist, who shall not in the meantime be eligible as a member, director or shareholder of any incorporated company dealing in drugs or medicine in this province.

"(c) Every chemist shall within deven days of demand by the Minister, supply the Minister with a written statement on oath of the amount and kind of liquor purchased by him during the period specified in such demand, the dates when and the persons from whom such liquor was purchased. Such oath may be taken before a commissioner for taking affidavits, a notary public or a justice of the peace. Any default in supplying such statement shall be punishable by a penalty of twenty dollars for each day during which such default continues.

"(d) A wholesale druggist may, notwithstanding anything contained in the Liquor License Act sell to a duly qualified and registered chemist or chemist and druggist "ethylic" or absolute alcohol for use in his business as such chemist and druggist, but this provision shall only apply to wholesale druggists who have filed with the License Branch at Toronto a certificate (which shall be annually renewed not later than the first day of May in each year) signed by the Registrar of the Ontario College of Pharmacy that the holder of such certificate is a wholesale druggist within the meaning of this act."

The Act as thus amended cannot but commend itself to every right thinking druggist, and it now remains for the trade in this province to carry out its provisions faithfully, thus avoiding any prosecutions for illegal sale or neglect of formalities in the sale, and also removing from the profession all stigma which may have been attached to it on account of the sale of liquor.

The amendments have been carefully drafted, both in regard to the public welfare and also so as to safeguard the druggist in his sales, giving him all reasonable protection.

SURGEON'S ANTISEPTIC.

Watter ("Pharm. Centralhalle") gives the following as an antiseptic which can be employed for surgical and other purposes :

Cresol	50 parts
Oleic acid	25 parts
Solution of ammonia (0.880 density)	5 parts
Water	25 parts

Mix in the order given.

G. M. Stuart, druggist at Cupar, Sask., suffered a loss by fire recently. The business was damaged to the amount of $1,000.

TANGLEFOOT



THE ORIGINAL FLY PAPER

For 25 years the Standard in Quality

ALL OTHERS ARE IMITATIONS

THE "IDEAL" BRUSHES

TRADE MARK NO. 54282 Reg. U.S. Pat. Off.

These are **Genuine Calcutta Bristle Air Cushioned Brushes,** the only ones on the market. *Do not confound it with the wire brush.* Order through your wholesale drug or dry goods jobber.



The "Ideal" Hair Brush
Single or Double Bristles

HENRY L. HUGHES, - 114 East 16th St., - New York, N. Y.

THE MARVEL

"WHIRLING SPRAY" SYRINGE





IT IS A MARVEL



WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.



FULLY PROTECTED BY PATENTS

ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. New York

Canadian Agents:

NATIONAL DRUG & CHEMICAL CO.

There are a Lot of STRONG POINTS

About our No. 1 Hand Carbonator that will appeal to any merchant who is making his Soda Water with the aid of a hand charging outfit.



No. 1 Hand Carbonator

This wonderful little machine, in addition to producing better and more customers Soda Water

Will save you all kinds of unnecessary trouble
Will save you all kinds of unnecessary time
Will save you all kinds of unnecessary expense
Will save you all kinds of unnecessary risk

If you have not a carbonating machine, let us know the average number of Cylinders of Gas that you use in a year and we will tell you whether it would pay you or [illegible] and the returns you would get on the outlay

WE CARRY THEM IN STOCK AND CAN MAKE IMMEDIATE DELIVERY

J. J. McLAUGHLIN LIMITED, Toronto, Ont.

PRESCRIPTION PRICES.

The following tariff of charges on prescriptions taken from N. A. R. D. notes will be found useful, both as a guide to the dispensing pharmacist who desires to carry on his business systematically and intelligently, and also, that if possible, there shall be no variance in prices on prescriptions dispensed in Canada which may have had their origin and have been first prepared in the United States.

THE N.A.R.D. PRESCRIPTION PRICING SCHEDULE.

(All figures are compounding fees only.)

1. Liquid Prescriptions : Minimum charge 25c. All simple or compound mixtures, internal or external, dry or liquid, eye or private disease remedies, and veterinary preparations are included in this table.

Quantity.	Dose 1-5 M.	Dose 10-25 M.	Dose 3ss-3i	Dose 3ii-3i	Gargle and External only
½ oz.	.25	.20	.15	.10	.10
1 oz.	.35	.30	.20	.15	.10
2 oz.	.45	.34	.25	.20	.15
3 oz.	.40	.30	.25	.20	
4 oz.	...	.35	.30	.25	
6 oz.	...	.40	.35	.30	
8 oz.	...	.45	.40	.35	
12 oz.	...	.55	.45	.40	
16 oz.	...	.60	.55	.50	
32 oz.	...	.75	.70	.65	

2. Proprictaries : Original package, regular retail price. When costing over $2, $4 or $8 per dozen, add 65 per cent. to cost. When transferred to new container, add 15 per cent. to regular retail price. When part of package is dispensed, double cost of amount used and add charge for container (see below).

3. Dry Mixtures : Minimum charge, 15c. These figures are compounding fees only.

Pills, Powders, Capsules, Wafers, Etc.

4	.10	10	.25	20	.40	40 .60
6	.15	12	.30	24	.45	50 .70
8	.20	15	.35	30	.50	60 .80

Then every additional ten up to one hundred, 5c. After that 10c. for every additional 25.

Proprietaries costing 20c. per hundred or less, 10c. per dozen and 10c. for labeling and package. Costing over 20c. per hundred, 15c. per dozen and 10c. for labeling and package, with those exceptions as noted in the N. A. R. D. Price List. (A copy of this price-list will be mailed to members for 25c. The price to non-members is 50c.)

4. Fatty Mixtures, etc.

Ointments and Cerates.

½ oz.	.20	2 oz.	.35	4 oz.	.55	8 oz.	.75	
1 oz.	.25	3 oz.	.45	6 oz.	.65	16 oz.	1.00	

Suppositories, Bougies, etc.

1	.10	5	.45	12	.75	24	1.35
2	.20	6	.50	15	.90	30	1.60
3	.30	8	.60	18	1.05	36	1.80
4	.40	10	.65	20	1.20		

5. Veterinary : Charge same as for other prescriptions.

6. Household Remedies, Mixtures, Etc : Add regular retail price of ingredients, (none less than 5c) and charge for container. If any compounding is necessary, charge at rate of $1.50 per hour.

7. Containers : Pill and Powder Boxes, 5c. Ointment Boxes, 5c. Ointment Jars, 1 oz., 5c.; 2-4 oz., 10c.; 8 oz., 15c. Bottles, 8 oz. or less, 5c.; 10-16 oz., 10c.; 32 oz., 15c.; ½ gal., 20c.; 1 gal., 25c. Glass Stoppered Bottles, three times the price of plain bottles.

8. Marking Price on Prescriptions : If a prescription or copy leave your store, mark it with N. A. R. D. price, as follows :

P H A R M O C I S T
1 2 3 4 5 6 7 8 9 0

9. Admissible Changes : If customer is poor, add a star (*) to price mark, showing you have gone below Schedule Price. If your present prices are lower than above, raise them gradually to Schedule Prices.

10. How to Fix Price. This is important.

The Price of the Prescription is the Compounding fee, plus the cost of container, plus twice the cost of the material. (Exception : When the cost of material is over $1.00, multiply cost by 1½ instead of 2.) These prices are based on an approximate $1.50 per hour scale.

BRITISH COLUMBIA SEMI-ANNUAL EXAMINATIONS.

The Semi-Annual Examinations of the B. C. Pharmaceutical Association will be held on Wednesday and Thursday, April 5th and 6th, in Vancouver, B. C.

The following time-table will be observed :

Wednesday.

9.00 a.m.—Senior Dispensing.
12.30 a.m.—Junior Dispensing.
3.00 p.m.—Prescriptions.
7.30 p.m.—Chemistry.

Thursday.

9.00 a.m.—Pharmacy.
1.00 p.m.—Materia Medica.
4.00 p.m.—Botany.

Examination Fee—Major $20, Junior $10.

Supplementary Exams.—Major $10, Junior $5.

Applications for examinations, including all supplementary examinations, must be in the hands of the Registrar, together with necessary fee, at least two weeks previous to date of examination as stipulated in Sec. 13 of By-law.

Application Forms for examination and registration will be forwarded at any time by applying to J. W. Browne, Registrar, 500 Main Street, Vancouver, B. C.

If you have the idea that little things are not worth troubling with, you will find that you will never be troubled with the big things.

ONTARIO COLLEGE OF PHARMACY.

ANNUAL EXAMINATION.

The regular annual examination of the Ontario College of Pharmacy will begin in the College Building, St. James' Square and Victoria Hall, Queen Street East, Toronto, Ontario, on Thursday, the 4th day of May, 1911, at 9.30 a.m. and end Friday, the 12th day of May, 1911.

Intending candidates must apply to the Registrar and pay the examination fee of Ten Dollars, ($10.00,) not later than Thursday, 20th of April, 1911, and furnish written evidence of having served the full term of four years with a regularly qualified Pharmaceutical Chemist.

Application forms may be obtained from the Registrar.

Candidates having special subjects to pass will write at this examination.

Practical Examination—Time Table.

Thursday, May 4th, 9.30 a.m., Dispensing (Div. "A"), T. N. Sampson, examiner.

Thursday, May 4th, 1 p.m., Dispensing, (Div. "B"), T. N. Sampson, examiner.

Friday, May 5th, 9.30 a.m., Practical Chemistry (Div. "A"), A. Moir, M.D., examiner.

Friday, May 5th, 1 p.m., Practical Chemistry, (Div. "B"), A. Moir, M.D., examiner.

Saturday, May 6th, 9.30 a.m., Practical Pharmacy, (Div. "A"), W. W. Gibson, examiner.

Saturday, May 6th, 1 p.m., Practical Pharmacy, (Div. "B"), W. W. Gibson, examiner.

Written Examination.

Monday, May 8th, 9.30 a.m., Materia Medica, J. S. Armitage, examiner.

Tuesday, May 9th, 9.30 a.m., Pharmacy, F. R. Curry, examiner.

Wednesday, May 10th, 9.30 a.m., Botany, P. Bawden, examiner.

Thursday, May 11th, 9.30 a.m., Prescriptions, J. A. Cairncross, examiner.

Friday, May 12th, 9.30 a.m., Chemistry, M. R. McFarlane, examiner.

Note.—Oral and Practical Examinations will be held at the College Building, St. James' Square, Gerrard Street. Written examination will be held at Victoria Hall, Queen St. East.

Oral Examination—Time Table.

Subjects :—Botany, Chemistry, Materia Medica, Pharmacy and Prescriptions.

Monday, May 8th, at 2 o'clock p.m., Nos. 1 to 25.

Tuesday, May 9th, at 2 o'clock p.m., Nos. 26 to 50.

Wednesday, May 10th, at 2 o'clock p.m., Nos. 51 to 75.

Thursday, May 11th, at 2 o'clock p.m., Nos. 76 to end.

All candidates must be on hand punctually at the hour.

The meeting of the Board of Examiners will be held on Monday, May 8th, at eight o'clock p.m., at the College Building.

Alexander Stewart, Presiding Examiner ; W.B. Graham, Registrar.

THE O. C. P. STUDENTS' BANQUET.

The annual banquet of the graduating class of Ontario College of Pharmacy Students was held February 28th at the St. Charles' Cafe, Yonge St., Toronto, and was a decided success. This banquet was the 17th annual affair of its kind, and celebrated the 25th anniversary of the organisation of the College.

The attendance was large, and the speeches in proposing and responding to the toasts were excellent, as were also the musical numbers, contributed by Messrs. Paton and Abbott, soloists, and a quartette consisting of Messrs. Smith, Evans, Brown and Evans.

The committee is to be congratulated on the success of their banquet.

COURTESY.

In calling at the general offices of nearly any large business nowadays, you are received with the utmost courtesy.

This is just one of the many practical applications of the Golden Rule ; for most of the men in charge of the offices and the executive departments of large businesses have been travelling salesmen themselves at one time or another, and know the effect of being discourteously received.

It is only the large concern dying of dryrot or the small concern that isn't growing that receive their callers discourteously.

Courtesy is a good deal like advertising—you can never tell where it will take root and grow into an order.

There has been a lot of good business lost by the way telephones are answered.

The way a call is answered over a telephone or one in person received at the gate of an office is important, for it is the first point of contact and the impressions gained at this point are lasting.

A man calling at a business office or over a telephone does not reveal himself as a buyer or seller, and the only safe way of receiving each is with courtesy. Concerns who are applying the highest commercial precepts see this, and place high-class men and women at these first points of contact.—Fortuna Magazine.

You may be sure that the man who makes no mistakes is a man who accomplishes no new things.

Keating's Powder



Kills Bugs

Lay in your stock of Keating's Powder early. You will find a demand for it as a protection against Moths. It will not discolor, or injure in the slightest, the most delicate fabric or costly fur.

Keatings' Powder is a sure insecticide—harmless except to insect life.

ORDER FROM YOUR WHOLESALER

—MADE BY—

Thomas Keating, London, England

ESTABLISHED 1788

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
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MONTREAL

BUY YOUR

PERFUMES

AND

Toilet Preparations

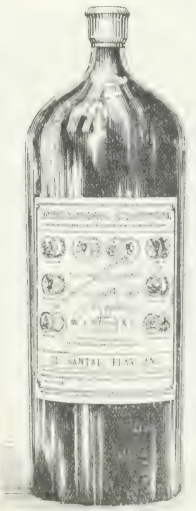
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Quality the Highest

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ESSENTIAL OILS

For Medicinal Purposes
GUARANTEED. B.P. 1898 TEST.

BUSH-OTTOS

Perfume Ottos in Concentrated form, 1 per cent. solution makes finest perfumes.
Simply reqires dilution.

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W. J. BUSH & Co

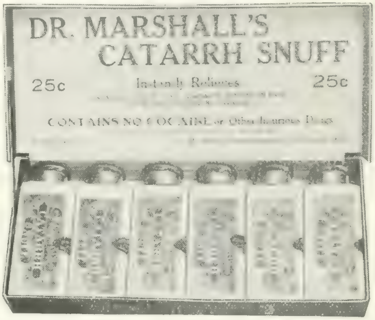
490 ST. PAUL ST. MONTREAL
Toronto Winnipeg Vancouver

Mr. Retailer, You Are Losing Money

Dr. Marshall's Catarrh Snuff, the ... **You ought to get this money and make the profit. You will if you order it in cartons and display it.**

ORDER from your jobber NOW.

1 Doz. cartons, $2.10 ½ Doz. cartons, $1.05. 6 PER CENT. OFF



C. H. KEITH, Manufacturer, Cleveland, Ohio

THOMAS REID, Canadian Agent, 9 St. Nicholas Street, MONTREAL.

REALIZE YOUR AMBITION

TO OBTAIN AN EDUCATION IN

PHARMACY



are based entirely upon the Pharmacopei

ination. Recitation papers are corrected wit the greatest care and are returned to the student accompanied by th printed answers to test questions. These answers furnish valuable sid lights upon the work, as they indicate how author and instructors wou answer their own questions.

Graduates in our Academic Courses may receive entrance credi in Northwestern University. Advanced credits are also given in vario State Normal Schools. This connection should give students fullest a surance that instruction in all courses is on a high plane.

Write for circular giving full information.

Interstate School of Correspondence,

378-394 Wabash Ave., CHICAGO, ILLINOIS

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THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U.S.A.

HOTEL LENOX

BUFFALO, N. Y.



HIGHEST GRADE **FIREPROOF**

Located in the most beautiful part of Buffalo, and convenient to all important points of the city.

EUROPEAN PLAN

$1.50 Per Day and Up

Special Weekly and Monthly Rates

Take public taxicab or carriage to hotel at our expense by instructing driver to charge service to Hotel Lenox.

C. A. MINER, Manager

BUILDING UP A CANDY BUSINESS.

A druggist who has no candy business to build up ought to get one. Not just for the fun of building it up, which is some pleasure, indeed, but nowadays people expect to find candy in drug stores, expect to find good candy, and, besides—it pays. The druggist who considers this latter reason sordid and mercenary cannot evade the first one. He ought to sell candy to accommodate his customers, to give them something better than they get in the locality.

Selling the Right Kind of Candy in the Right Way.

Properly conducted, a candy department in almost any drug store does pay, pays net profits. It brings in cold cash, has no bad accounts nor bookkeepers, and is, besides, a feeder for other business. No, I do not mean that selling candy increases the demand for dyspepsia cures and toothache drops. It is the poor candy your competitor sells that does that. But the right kind of candy, sold in the right way, does get people into your store, and get them into the habit of coming.

The Right Kind of Candy for a Druggist

to handle depends a whole lot upon the neighborhood and other conditions. The main idea, though, is to have a candy "that's different." You can hardly expect to get the candy business of the town if you have the same kind that every other store sells. Get an exclusive agency, if you can, of some good and rather expensive candy. Then start your shouting. If you have a good article of any kind that is different from the common run, you can generally convince a lot of people that it is better than what the other fellow has. So with candy be different. Let your store be known as the place where the highest grade candies in town are sold, and let the name of the candy you sell be continually before the public. Tell about its purity, cleanliness, wholesomeness, and, above all, freshness. And do have it fresh. Do not overstock. Get frequent shipments. It is a good idea to mark the date of arrival on each box of bulk goods, and use them in the order of their coming. A code should be used to mark package candy. The dates should be watched so that no stale stuff or even doubtful candy is sold. Keeping candy at an even temperature is just as important as having it fresh. Fresh stock can be easily spoiled by sudden changes in temperature or by being kept in a warm place. Good candy keeps for some time if kept at a temperature of about 65 to 70 degrees F.

Proper Display of Candy

is important and necessary, and especially so if you have much transient trade. It is surprising how much candy is sold when properly displayed. A plate glass candy case, such as most show case works now turn out, clean, orderly and well filled with nice looking candy, just makes peoples' mouths water and loosens their pocketbooks. Every tray in the case ought to have a label bearing the name of the candy on it; the trays should be polished and well filled, and the bottom of the case free from pieces of chocolate. Have the case in a prominent part of the store, throw lots of light upon it, and you will hear them say: "Doesn't that candy look tempting?"

The Question of Window Displays.

Window displays help considerably. Cleanliness, flowers, a few open boxes of chocolates, and what is more important, a sign or two about your candy, its purity and freshness, all these combine to make effective windows. The glass display cases on soda tables are used quite a little for showing up candy. A good idea is to feature a single kind of bulk goods, having a card in each display calling attention to the particular merits of the candy displayed, and stating the price. I have seen a display of extra large montevideos sell candy to people whom I thought never ate any.

The druggist whose candy stock consists of only rock candy and worm candy is making a mistake. The druggist who sells poor candy is also making a mistake. Candy is a legitimate line for a drug store, and good candy is an advertisement for the store that sells it—an advertisement that, instead of costing money, brings money in. If your candy is only medium grade, put in some good line, and let everyone know about it. Don't keep it a secret. Use your mailing list, your newspaper space, or short, crisp locals. Show up your goods to the best advantage, keep them in good shape; and I was going to say once more, do not sell any stale candy, but the fellows who make enough noise about their candy department, never have stale goods. Their only trouble is to get fresh stock fast enough.

HAVE CONFIDENCE IN YOURSELF.

You may succeed when others don't believe in you, but never when you don't believe in yourself. He who is in a constant state of doubt and experiment needs a long distance telephone in order to get even within speaking distance of success.

It isn't only what a merchant says that establishes his worth in the community, but what he does. Actions speak louder than words, especially if his deeds are at all questionable.

MODERN BUSINESS.

A notable change has taken place in American business methods within the last decade. Increasingly men of large affairs are asking when a young man is recommended for a big job, "Is he a gentleman?" This is significant in two ways. It means that the big business men are themselves gentlemen and like to deal with men who speak their own language, and that American business methods have grown to be such that the gentleman has an advantage.

There was a time when a man who was a hustler could be a cad if he liked, and it did not hurt his chances much. But that time has passed. The big business men of to-day want young men who are tactful, intelligent, independent, yet unassuming; who would know how to talk to a diplomat and be at home in a good club; who could be trusted to behave kindly, honorably and discreetly in any situation of life; who, in short, have as their ideal the old, never-changing ideal of the gentleman. Not everybody can define it, but everybody knows it at sight.

The gentleman, in short, can work along the line of least resistance, and that is why he is wanted.—Bookkeeper.

DON'T TALK TOO MUCH

One of the attributes of good salesmanship in any line of business is frequently overlooked by the zealous business representative. That is the danger of talking too much. It is a point which may well be considered, and as its importance has not been emphasized in the trade press we quote from an exchange some timely advice on the subject.

There are salesmen who never seem to realize that a salesman can talk too much. Many a customer has been talked into a sale and out of it again. I have known salesmen who have talked clear up to the mountain top, and, instead of closing up the sale when they got to the crest, they talked over the peak and down the other side, and then could not figure out why they did not sell their goods.

A big buyer in a certain line of goods once told me that on one occasion he was ready to sign a contract, and actually had the pen in his fingers, but was prevented by the endless argument of the salesman, who did not perceive that his point was won, and that action, not talk, was his duty.

There is such a thing as having one's appetite spoiled by a trifle, with the food untouched before us. The salesman had talked too long.—Ex.

SEASONABLE GOODS.

Attention is called to the advertisement of the John G. Harvey, Limited, page 231.

This firm are sole selling agents for Canada for "Strobin" the famous straw hat cleaner, also "Boran" Freckle Cream.

These goods are manufactured in Germany, and have an enormous sale throughout all the European countries, and since being introduced into this country, buyers in ordering the second time have doubled the size of their orders.

Both "Strobin" and "Boran" freckle cream are for sale by all the wholesale druggists, who will be pleased to receive your orders.

FLETCHER MANUFACTURING CO., LTD.

Although a good whole-souled Irishman might claim that the fact of a business being established on St. Patrick's day is a guarantee of its success, there has been more behind the business of the firm named above than the mere date of its birth.

On the 17th of March, 1882, Mr. Benjamin Fletcher commenced business at the corner of Yonge and Buchanan Streets, Toronto, and from that day onward the venture has proved a continued success. A few years later the business was moved to 442 Yonge Street, later taking in No. 440 and still later obtaining the property at Nos. 29 and 31 Hayter Street, where a large factory is erected to keep pace with the company's business.

Mr. Fletcher has associated with him in what is known as the Fletcher Mfg. Co., Ltd., his three sons, Ernest B., Edgar S., and Oswald E. They form a quartette of practical, energetic business men, who have brought their business up to the point at which it now stands.

The Company also owns the Glencoe (Ontario) Iron Works, which they purchased about 10 years ago. Messrs. R.J.F. and A. E. Aldred became associated with the purchasers, and the business at that point is carried on under the name of the Fletcher Mfg. Co., Ltd.

InToronto a five story addition to the factory is in the course of construction, and when completed it will double the capacity of the Toronto plant.

As manufacturers of soda fountains and accessories this firm stands in the front rank, and they claim to be the largest manufacturers of these goods in the British possessions. Their fountains are sold throughout all the provinces of Canada, and giving the highest satisfaction, both in quality of material, workmanship and beauty of design.



FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND — TRADE MARK 'SOLOID' BRAND
TRADE MARK 'KEPLER' BRAND — TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ENULE' BRAND — TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VALULE' BRAND — TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'VALOID' BRAND — TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by Burroughs Wellcome & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & CO., London (Eng.)

Sydney Cape Town Milan Shanghai

101-104, Coristine Building, Montreal; and 76, 77 & 78, West Thirty-third Street, New York City.

Full stocks are held by all the Firm's Houses and also at the following depots.

Toronto, Ont.: W. J. A. & H. Carnahan—London, Ont.: J. A. Ca... Co., Ltd.—Vancouver, B.C.: W. M. Harrison & Co.—Winnipeg, Man.: W. F. C. Braithwaite, and The Gordon Mitchell Drug Co.

E 141

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

1-15 Dalhousie St. - Montreal

A NEW HAT FOR - 10c -

Sell **"STROBIN"** the great Straw Hat Cleaner. Makes a new hat out of an old one.

Put up in a beautifully colored counter Box, with excellent advertising matter, and pays you a handsome profit.

Order a box from your wholesaler.

SOLE SELLING AGENTS FOR CANADA :

John G. Harvey, Limited

Toronto

Boran Freckle Cream

(Made in Germany)

Positively Removes Freckles

These goods put up in handsome Counter Box of 1 Doz. Tubes to retail at 25c.

Will be an excellent seller and good profit.

Ask your Wholesaler to send you a Box.

SELLING AGENTS FOR CANADA :

John G. Harvey Limited

Toronto

THE EUREKA OINTMENT POT

REDUCTION IN PRICE



Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5.35	5 Gross
1 "	6.25	5 "
1 "	7.50	3 "
2 "	9.90	3 "
3 "	12.75	2 "
4 "	15.00	2 "
6 "	20.00	1 "
8 "	27.00	1 "
16 "	39.50	1 "

FOR SALE BY JOBBERS — DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. — MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

THE "OLD RELIABLE"
PLANTEN'S
C&C
OR
BLACK
CAPSULES
POPULAR SINCE 1836

The formula was that of Mr. H. Planten

H. PLANTEN & SON

93 HENRY ST. Established 1836 BROOKLYN, N.Y.

"The Pioneer American Capsule House"

The Consolidated Fruit Jar Co.

New Brunswick, N. J.



—MANUFACTURERS OF—

Sprinkler Tops,
Talcum and Tooth Powder Tops,
Collapsible Tubes, and
All kinds of cast metal goods.

WRITE FOR PRICES

Your Customers may not Ask You where to Buy

WONDER-SHINE, but--they are Buying it

Ten of your Customers bought **WONDER-SHINE** last week.

Probably ten more will buy this week.

The immediate profits are not the question at issue. A small bill of staples MAY accompany the **WONDER-SHINE** purchase ---larger bills will follow.

WONDER-SHINE is the entering wedge—the first aid in landing a satisfied, permanent customer.

Is your competitor reaping the profits that might be yours?

We are spending thousands of dollars advertising this new silver cleaner in the newspapers, magazines, street cars, and on the bill boards.



Everyday we receive enquiries about **WONDER-SHINE** asking where it can be purchased.

Show your customers you sell it ---keep a display box always in the window, and one always on the counter. Make every sale yours.

Buy from your jobber or direct.

Case contains three dozen in display boxes

HOUSEHOLD CONVENIENCE CO., Limited, Toronto, Ontario

Agents for Quebec and Maritime Provinces
NATIONAL DRUG & CHEMICAL CO.
Montreal, Halifax and St. John, N.B.

Agents for Manitoba and Saskatchewan
DAW & WASSMAN CO.
67 Merchants' Bank Bldg., Winnipeg.

Agents for Alberta and British Columbia
DONNELLY, WATSON & BROWN, LTD.
Calgary, Alberta.

FREEZING POINT OF WATER AND ALCOHOL SOLUTIONS.

A firm who have received frequent enquiries from their customers as to the freezing point of various combinations of water and alcohol, and water, alcohol, and glycerine for use in automobiles, have prepared the following table which has been mailed to their trade :

WATER AND ALCOHOL SOLUTIONS

Water, 95%; alcohol, 5%; freezing point, 25° F.
Water, 85%; alcohol, 15%; freezing point, 11° F.
Water, 80%; alcohol, 20%; freezing point, 5° F.
Water, 70%; alcohol, 30%; freezing point, 5° F.
Water, 65%; alcohol, 35%; freezing point, 16° F.

WATER, ALCOHOL AND GLYCERINE SOLUTIONS

Water, 85%; alcohol and glycerine, 15%; freezing point, 20° F.

Water, 75%; alcohol and glycerine, 25%; freezing point, 25° F.

Water, 70%; alcohol and glycerine, 30%; freezing point, 5° F.

Water, 60%; alcohol and glycerine, 40%; freezing point, 23° F.

Oil, Paint and Drug Review.

PINK QUININE.

The pink coloring of quinine, as issued from the Government factories in India, is designed to distinguish the quinine manufactured by the Government from ordinary commercial quinine, and to prevent fraud. This is the gist of a letter which has been received from the Director-General of stores at the India Office. It differs in detail from a letter received from his predecessor in August, 1907, in which it was stated that "some years since it was decided by the Government of India that all sulphate of quinine supplied for Government use in India, whether from this country or local quinine factories, should be colored pink, as a guarantee of its purity, and to distinguish it from the commercial article commonly sold in the bazaars, the quality of which has not been ascertained by analysists." Some years ago it was brought to the notice of the India Office that English and German manufacturers were receiving orders for quinine colored pink, and in consequence the government of India issued the following order : "In exercise of the powers conferred by Section 19 of the Customs Act 1878 (viii. of 1878), the Governor-General in Council is pleased to prohibit the bringing by sea or by land into British India of quinine which has been colored pink." It was presumably upon that order that the wording of the 1907 letter was based, but the letter might possibly create the impression that all quinine sold in India, with the exception of pink quinine, was unreliable. This would very naturally be resented by those manufacturers who do an extensive business with India. The demand for quinine sulphate for use as a febrifuge has become so great in India, that during the year ended March 31st 1910, the quantity of the drug imported rose to 120,112 lbs., this representing the extent to which the supply of the locally manufactured article fell short of the demand.—Pharm. Journal, England.

TWO SIMPLE METHODS OF APPLYING THE METRIC SYSTEM.

The first method to which I shall refer has long been in use, but it is so valuable as to be worthy of repitition, as it makes the prescription of all liquid preparations by the metric system absolutely simple to those accustomed to use apothecaries' weights and measures. One fact only must be remembered : 60 cubic centimeters equal two ounces.

The rule is this : For two-ounce mixtures, prescribed in one-dram doses, prescribe as many grams or cubic centimeters of the drug as are desired grains or minims of the drug, to each dram dose of the mixture. Thus, we wish to give a patient 10 grains of potassium iodide to each dram dose. We write :

Potassii iodidi... ....10.00
Aquae, q. s. ad..... ....60.00
Mix. Sig. : 4 (one dram) in water after each meal.

We wish to prescribe ten minims of tincture of nux vomica to each dram dose of a mixture, which also contains the same amount of tincture of digitalis, with compound tincture of cardamom as vehicle. We write :

Tincturae nucis vomicae..... ....10.00
Tincturae digitalis..... ... .10.00
Tincturae cardamom comp. q. s. ad. 60.00
Mix. Sig. : 4. (one dram! in water after each meal.

By using two, four, six and eight ounce mixtures and multiplying accordingly, the plan is most simple.

The second rule is probably not new, though I have not happened to see it mentioned. It relates to the compounding of given quantities of solutions of given strength. The rule is this :

To make a 1 . 1000 solution, use as many milligrams of the drug as there are cubic centimeters of the solution required. One must remember only that one ounce equals 30 cubic centimeters.

Thus to make one ounce (30 cubic centimeters) of a 1 : 1000 solution, use .030 of the drug to 30 cubic centimeters of diluent.

To make three ounces (90 cubic centimeters), use .090 of the drug to 90 cubic centimeters of diluent.

To make eight ounces (240 cubic centimeters), use .240 of the drug to 240 cubic centimeters of diluent.

On this basis a given quantity of nearly any of the ordinary strength solutions may be reckoned.—Malcolm S. Woodbury, M.D., in Therapeutic Gazette.

MIRRORING GLASS.

A correspondent asks for a process for mirrowing glass. The following was published some time ago, and has, we believe, proved successful, according to the American Druggist.

The first step is to see that the glass is thoroughly cleansed from any grease or dirt, and dried and polished before using the solutions.

Solution No. 1

Silver nitrate..... ... .3 oz., 1 scruple
Strong ammonia... ... ...sufficient
Distilled water... ....sufficient
Alcohol..... ....1 oz.

Dissolve the silver nitrate in 6 fluid ounces of distilled water, and add ammonia gradually until the brown precipitate at first formed is just dissolved, no more. In order to guard against an excess of ammonia it is always best to add a little solution of silver nitrate (16 to 18 grains in an ounce of distilled water) to the ammoniated silver solution until the solution is permanently turbid again. Then filter through a double paper filter, turning back till it comes through clear, and add distilled water through the filter to make 12 ounces ; add alcohol 1 ounce place in a clean bottle, and shake thoroughly and cork. Keep in a cool, dark place.

Solution No. 2.

Rochelle salt..... ....gr. xii
Silver nitrate..... ....gr. xvi
Distilled water..... ....sufficient
Alcohol..... ....1 oz.

Dissolve the Rochelle Salt in 8 ounces of distilled water, place in a clean porcelain or porcelain lined evaporating dish and heat to boiling point. When boiling, gently add, while constantly stirring with a glass rod, the silver nitrate dissolved in distilled water, 1 ounce, and continue to boil gently until the solution, which will turn brown, and then black, turns gray. Then continue boiling for a minute or so longer, and add 3 ounces of distilled water and filter, making up to 12 ounces through the filter with distilled water. Place in a clean bottle, add alcohol, 1 ounce, and shake vigorously, cork tightly, and keep in a cool, dark place.

These solutions should be allowed to stand at least five or six hours before using. The glass having previously been cleaned is now leveled about any suitable support, so that none of the pieces used to level come out to the edge of the glass. It should then be rinsed thoroughly with distilled water and the water tipped off the glass. Then mix equal parts of No. 1 and No. 2 solutions and pour the mixture on the glass as long as it will hold out. Any air bubbles should be broken down with the glass rod by touching them, and the solution made to cover the glass perfectly out to the edges. Allow to stand for an hour or more, then tip off the solution and rinse with clear water, and before drying amalgamate with solution of potassium and mercury cyanides made as follows :

Solution No. 3.

Potassium cyanide... ....gr. viii
Mercury cyanide..... ....gr. xvi
Water..... ....sufficient

Dissolve the salts separately in 8 fluid ounces of distilled water and add to sufficient distilled water to make one gallon.

Place this in a sprinkler and sprinkle the silver covering until it begins to change color (lighten to about a lead color), then rinse immediately and thoroughly. When dry examine the face of the mirror to see if the plating is perfect, and if so paint it with asphaltum varnish, using a smooth, soft brush, which will not scratch the plate. The fingers must not touch the silver before it is painted or it will leave a mark.

POLYPHARMACY IN ANCIENT DAYS.

Sir T. Clifford Allbutt, in a lecture delivered at the Royal College of Physicians of London, on Greek Medicine in Rome, speaks of the growth of polypharmacy. He said :

"With the treatise of Theophrastus began the prodigious and diabolical literature on the art and mystery of poisons and antidotes in which, not always without the aid of medical accomplices, kings and nobles of the empire and its principalities, and after them popes and cardinals of the Church, were the experts. And, indeed, the bent of the Herophileans, onward to Galen himself and the Galenists (Andreas, Krateuas, Apollonius Mys. Zopyrhs), was to polypharmacy. In the decadence of Alexandrian science and society this gross propensity increased, and multiplied ; and under the influence of perfidious potentates, such as Mithridates, Nicomedes and Attalus, attained to an almost grotesque infamy. Under the foul accumulations of panaceas, mithridatics and cosmetics, elaborated with a perverse and loathsome ingenuity, medicine was oppressed and almost suffocated ; and the habit of heaping up ingredients made its way into the compounding of legitimate prescriptions. Thus to build up a huge and conglomerate bolus or potion became the ambition of the doctor, and the faith and consolation of the patient. If your liver is getting impatient, writes Juvenal in the Thirteenth Satire, "seek Archigenes as fast as you can, and buy of him the composition of Mithridates, and you will live to eat figs and gather roses another year."—Lancet.

Let Us Help You Get New Customers



To the Drug Trade of Canada

CONSIDER carefully the possibilities of this offer. Everyone of your customers, also THE NEW CUSTOMERS we bring you will be able to receive a copy of DR. CHASE'S RECIPE BOOK with your card printed thereon. This means YOUR NAME will be before the public for years to come, as they never destroy Dr. Chase's Recipe Book. The first edition was published in paper form in the year 1864, and the last and Memorial Edition compiled twenty years later.

HERE IS THE OFFER which we believe you will like. It is worth your while looking into it anyway, for it certainly will increase your trade with the farmers and others who are dealing at your store, and it is a chance for you to make new customers at no cost whatever to yourself. There is nothing like advertising to bring business.

We have just published a paper covered edition of Dr. Chase's Recipe Book containing 1,000 recipes and prescriptions for medicines, toilet preparations, and household articles and a whole department on veterinary treatment which will appeal particularly to the farmers and householders. We would especially call your attention to the prescriptions for Kendall's Spavin Cure, page 50, and also a cure for Heaves, Coughs, Colds, Epizootic, etc., in horses, which we positively guarantee. This prescription is on page 54. In fact, the book is chock full of recipes of everyday use, and the more carefully you look into it, the better impression you will get of how useful this book will be as an advertising medium.

We want to send you a number of these books for counter distribution. YOUR CARD WILL BE PRINTED ON THE BACK, so if you will kindly give us the name of the jobber whom you buy your goods from, naming amount you could hand out, we will have the Recipe Books go forward to you on receipt of your letter.

Thanking you, we remain,

Yours very truly,

Dict. W. J. E. EDMANSON, BATES & CO.

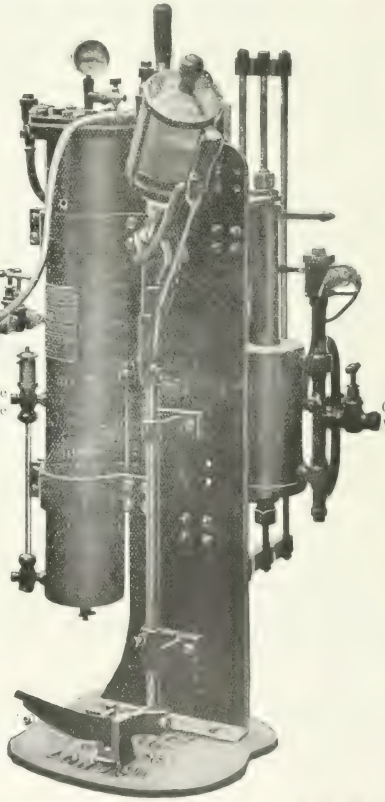
Flugel's Automatic Machine 'A'

With Syphon Filler

Producing a continuous supply of the most perfectly aerated and filtered Water without the slightest work

Your Own Syphons filled at a cost of One Penny per dozen

Every drop filtered and carbonated simultaneously



For places without Water Mains order our Machine "B" with Hand Water Pumps

Only £45 complete

Order for coming season. £10 deposit, balance on arrival

Flugel & Co., Carbonating Engineers, 21 Lime St. E. C., LONDON, ENGLAND

A REAGENT FOR HYDROGEN PEROXIDE.

K. Charitschkoff (Pharm. Ztg.), describes naphthenate of cobalt as a reagent for hydrogen peroxide. The rose red solution of that salt turns in presence of hydrogen peroxide to dark brown or olive green. The test is carried out as follows:

A strip of paper is impregnated with a solution, in benzene, of cobalt naphthenate. In drying, the paper assumes a rose red color, which, upon the paper being moistened with even a very dilute solution of hydrogen peroxide, instantly turns olive green.

The author claims that as dilute a solution as one of 0.03 per cent. hydrogen peroxide gives a very marked color.

SALOL-CHLOROFORM.

Salol-Chloroform may be prepared by mixing equal quantities of salol and chloroform. It occurs as a syrupy liquid, and is recommended for the treatment of infectious wounds, etc. On dropping about thirty drops of the solution into the wound, the chloroform evaporates in about two minutes, leaving the surface of the wound covered with a fine dust of salol, which brings about complete antisepsis. Laminaria rods, which have been rendered antiseptic by dipping in the liquid, showed, after four days in bouillon culture, no trace of bacterial growths, so that on account of its freedom from odor and its powerful disinfectant action it surpasses iodoform-ether.—Bourlier (Vortr. v. intern. med. Kongress, Budapest, through Pharmaceutical Journal).

HEXAMETHYLENETETRAMINEGUAIACOL.

This solid compound is intended to replace guaiacol, since, having a much higher melting-point, it is more convenient to handle and more pleasant to take. It is prepared by adding a formaldehyde solution to a warm ammoniacal solution of guaiacol ; on cooling the compound separates out in long, brilliant needles. It is also obtained by adding guaiacol to an aqueous solution of hexamethylenetetramine. It is readily soluble in alcohol, softens at 80 degrees C., and is quite liquid at 95 degrees C. Pharm. Zeit.

OXYGEN SOLDIFIES ITSELF.

Professor Sir James Dewar demonstrated in a public lecture that oxygen can be soldified by means of its own evaporation. This is apparently a new discovery, but Professor Dewar did not emphasize it as a special achievement.

Previous solidification of oxygen had apparently been by the evaporation of hydrogen. Professor Dewar deduced from the fact that oxygen had succumbed, that helium, which hitherto alone among the elements defied attempts to solidify or liquefy, will eventually be soldified.

TO KEEP LEECHES.

Leeches are subject to epizootic affections which cause a high mortality when they are kept by pharmacists. M. Camus, writing to the "Bulletin de Pharmacie du Sud-Est," states that he adds 200 grams of powdered animal charcoal to the leech-vase, in which fifty leeches are kept. Ordinary water is employed and a piece of muslin tied over the top of the vessel. M. Camus states that he never loses any leeches by disease, even when he forgets to change the water for 3 months.

LONDON HOSPITAL FORMULAS FOR COMPOUND CASCARA MIXTURES.

King's.

Fluidextract of cascara sagrada	20 minims.
Ammonium carbonate	2 grains.
Tincture of balladonna	10 minims.
Tincture of nux vomica	5 minims.
Glycerin	10 minims.
Water, enough to make	1 ounce.

London.

Magnesium sulphate	1 dram.
Glycerin	1 dram.
Fluidextract of cascara sagrada	1 dram.
Fluidextract of licorice	1 dram.
Tincture of hyoscyamus	20 minims.
Tincture of nux vomica	5 minims.
Compound decotion of aloes to	1 ounce.

St. Mary's.

Fluidextract of cascara sagrada	1 dram.
Fluidextract of licorice	½ dram.
Sodium sulphate	1 dram.
Ammonia water	5 minims.
Water, enough to make	1 ounce.

St. Thomas'.

Fluidextract of cascara sagrada	20 minims.
Fluidextract of licorice	30 minims.
Tincture of belladonna	5 minims.
Tincture of nux vomica	5 minims.
Aromatic spirit of ammonia	20 minims.
Chloroform water, enough to make	1 ounce.

Samaritan.

Fluidextract of cascara sagrada	20 minims.
Tincture of nux vomica	5 minims.
Tincture of belladonna	1 minims.
Aromatic spirit of ammonia	10 minims.
Chloroform	1 minim.
Water, enough to make	1 ounce.

Women's.

Fluidextract of cascara sagrada	20 minims.
Aromatic spirit of ammonia	10 minims
Fluidextract of licorice	15 minims.
Peppermint water, enough to make	1 ounce

Don't cry over spilt milk, but try to learn something from spilling that will prevent a repetition of the mistake.

THE OPIUM TRAFFIC.

An international congress for the organization of measures for the suppression of the opium traffic will be held at the Hague on May 30, 1911, says British Medical Journal. Among the nations which will take part in the Congress are Great Britain, the United States, France, Germany, Italy, the Netherlands, Portugal, Russia, Japan, China and Siam. Great Britain will propose that morphine and cocaine shall be included together with opium in the prohibitive enactment, and this proposal will, it is said, be supported by the United States.

IMPERIAL NEWS COMPANY, LIMITED.

This Company, which has a Canadian Charter, is the outcome of the Imperial News Co., of London, England, it being found absolutely necessary to have its head office in Toronto and not England. To Mr. G. A. Parker, the Manager, is due chief credit for the excellent position it holds today as a distributor of Old Country publications. Mr. Parker started the concern immediately the postal preference was granted Great Britain, and he has organized and controlled it in Canada ever since. The Company holds the valuable Harmsworth Agency, and it is a proved boast that it is distributing more British publications than all the other wholesalers put together, proving that the United States invasion war was not such a serious thing after all. The West is naturally absorbing the bulk of the output from the Old Country, but there is a steady increase in the East, both in magazines and weekly papers. It is interesting to note that Harmsworth's publications head the list brought about by a vigorous campaign. Messrs Geugeheunes coming next, whilst the most widely circulated papers are the News of the World and Lloyds. The Strand holds premier position among the magazines, followed by the Red Windsor, Pearsons and Story Teller.

Mr. Parker's missionary work has borne fruit, and during his many travels across the Dominion has made a wide circle of friends through his tact and urbanity, which will result in much bigger things in the future.

WEBSTER'S NEW INTERNATIONAL DICTIONARY.

In this volume of about 2700 pages is presented a really new dictionary of the English language. It is the latest term in the series which was begun by Noah Webster, and which has been steadily and consistently developed under the management of a single publishing house from 1843 to the present time. Its immediate predecessor was Webster's International Dictionary, of 1890, with the supplement added in 1900. Of that work the new volume is a thorough reconstruction, embodying proved and established principles together with the results of the widest, the most recent, and the most analytical lexicographic research. See advt.

COMPARE YOUR PRICES ON ELASTIC-SOFT CAPSULES.

When you buy Elastic-soft Capsules let your first consideration be quality, then consider the price.

Compare Planten's 10 minims Elastic-Soft Filled Capsules with similar size of any other manufacturer, and you will note an immense saving by selecting Planten's for price, leaving quality (for which this brand is justly celebrated) out of the question.

Why pay fancy prices when you can get Planten's Elastic-Soft Filled Capsules at the right price through your jobber or direct from H. Planten & Son., Brooklyn, N.Y.

AN OFFER WORTH TAKING ADVANTAGE OF.

We would call the attention of our readers to the advertisment of Edmanson & Bates, which appears on another pageof this issue, where they are offering to supply druggists with a quantity of Dr. Chase's Recipe Books for general distribution to their customers. The book is one which will be highly appreciated in every household, and there could not be a better way of getting and keeping the druggists' name before the public than by his card on each of these books, as they will be preserved for regular reference. Write at once saying you have seen their offer in the "Canadian Druggist."

THERMOMETERS.

The advertisement of Randall-Faichney & Co. which appears in this issue, is one which should remind druggists of the necessity of keeping a full line of thermometers in stock, in order to meet the increasing demand. Clinical Thermometers are now more in use than ever, and the mother of the household as well as physician always desires to have one by in case of sickness. These thermometers are recognized as being absolutely correct. We would advise reading their advertisement carefully.

The fact that the ladder to success looks long and steep as you see it from a distance need not worry you. You climb it one step at a time, not all at a single jump.

Have a time for work and a time for play and when you borrow from one to accommodate the other see that the loan is repaid.

WILSON'S
FLY PADS

I expect to spend about

$5,000

In advertising these goods during the coming summer and this will undoubtedly create another large increase in the demand.

Archdale Wilson

Hamilton ***Ontario***

Glaxo

AN IDEAL INFANT FOOD

PRESENTS THE FOLLOWING

ADVANTAGES:

1. High percentage of fats.
2. No starch.
3. Easily prepared with hot water.

Glaxo

is recommended by the Medical Profession; is **price-protected** to the Druggist.

G. W. Davey & Co.

WINNIPEG - TORONTO - MONTREAL

FLICO
FLY CATCHER

Your customers know and appreciate that Flico is much cleaner than any fly paper.

Can be hung anywhere without fear of it falling on the carpets or coming in contact with other articles.

Price $2.40 per gross

Packed three dozen to the carton. - - Retails two coils for five cents.

Big Profits to the Trade

If you have not already done so, place your order now and so save disappointment, as last year we were oversold.

If you have not sold Flico before, write for free samples and state who your wholesaler is.

For Sale by All Wholesale Druggists

For Full Particulars Write Canadian Agents:—

MacLaren Imperial Cheese Company, Limited

Manufacturers and Importers Grocers' Specialties

TORONTO and MONTREAL

The Soda Fountain

PHOSPHATES FOR SODA FOUNTAINS.

The various soda phosphates are prepared as follows :

Ginger.

Solut. Ess. Ginger..... ... .'.	2 fl. oz.
Solut. Ess. Lemon...	½ fl. oz.
Acid. Solut. Phosphates.....	8 fl. oz.
Syrup.....	2 pints

Lemon

Lemon Syrup.....	7 pints
Pineapple Syrup.....	1 pint
Acid Solut. Phosphates.....	8 fl. oz.

Raspberry

Raspberry Syrup.....	1 gal.
Acid Solution Phosphates	8 fl. oz.
Solut. Ess. Rose.....	¼ fl. oz.

Strawberry.

Strawberry Syrup...	7 pints
Vanilla Syrup.....	8 fl. oz.
Pineapple Syrup...	8 fl. oz.
Acid Solut. Phosphates.....	8 fl. oz.

Tangerine

Tangerine Syrup.....	7 pints
Pineapple Syrup.....	8 fl. oz.
Muscatel Wine.....	8 fl. oz.
Acid Solut. Phosphates...	8 fl. oz.

Wild Cherry

Wild Cherry Syrup.....	6 pints
Liquid Glucose.....	1 pint
Sherry.....	1 pint
Acid Solut. Phosphates...	8 fl. oz.

The acid solution of phosphates above mentioned is prepared as follows :

Phosphoric Acid.....	8 fl. oz.
Potassium Phosphate.....	80 grn.
Magnesium Phosphate..... 160	grn.
Sodium Phosphate.....	80 grn.
Calcium Phosphate..... 240	grn.
Water, to make.....	8 pints

Emerald Special.

In a regular sundae dish place a No. 12 disher of Pistache ice cream, over this place a ladle of mint syrup, and top with mint leaves and a green cherry.

Epicure's Dream.

In a regular sundae dish place a No. 12 disher of maple walnut ice cream, around the edge place six half dates, pour over this a small ladle of maple syrup, top with whipped cream and four walnut kernels.

Midsummer Dream.

On a special sundae platter (oblong) place two ferns, with the points projecting over the ends, place two thin slices of orange on the fern, and a No. 16 disher each of walnut ice cream and orange ice on the orange slices, over this pour a ladle of heavy orange syrup mixed with chopped fresh oranges and sliced bananas, topped with whippe cream.

Creme de Mint.

Place a cherry in the bottom of a four-ounce stem glass, fill with shaved ice, over which pour a strong creme de mint syrup, add a dash of lemon and top with a cherry.

Manitoba Freeze.

In a 12 ounce straight glass place one ounce of orange syrup, and one ounce of raspberry syrup, a little shaved ice, fill glass three-fourths ful with coarse stream and top with a disher of or ange ice.

Pineapple Snow.

In a mixing glass place the white of an egg, 1½ ounce pineapple syrup, two ounces sweet cream and a small disher vanilla ice cream, shake thoroughly, add the fine stream filling shaker nearly full ; fill a 12 ounce straight glass, place two straws up.

Peppermint Cordial.

Oil of peppermint (Mitcham!...	dr. iij.
Rectified spirit.....	oz. x.
Sugar.....	lb. xxx.
Water.....	Cong. iij. Ov.

First make a sugar with the syrup and water, and when cold add the peppermint oil dissolved in the spirit.

Ginger Cordial.

Ginger (bruised).....	oz. viij.
Rectified Spirit.....	Oj.
Water.....	Oj.

Percolate and continue percolation with

Sherry.....	Oij.

To the percolate add—

Caramel..... ....oz.	ij.
Thin syrup.....	Oxij.

Mix

Lemon-Squash.

The following is from "Pharmaceutical Formulas :"

Sugar...	lb. ij.
Citric acid.....	oz. j.
Water	oz. xxxiij.

Dissolve and add the following previously prepared :

Salicylic acid.....	dr. ss.
Oil of lemon.....	dr. ss.
Tincture of lemon-peel.....	oz. j.
Tincture of turmeric.....	dr. ss.
Caramel	mxx

M.S.A.

Lemon-Squash Crystals.

Tartaric acid in small crystals ...	3 lb....
Granulated sugar.....	6 lb.
Oil of lemon.....	1½ oz.
Oil of limes.....	½ oz.
Rectified spirit.....	2 oz.
Quinoline yellow.....	to color.

Mix the flavoring and coloring ingredients in the spirit with the granulated sugar, add the acid, and dry the mixture. Directions : A 2-oz. packet of the crystals is mixed with one lb. of sugar.



Patterson's TORONTO Candy

"A Matter of Good Taste."

"Private Stock" Chocolates

The rarest Candy ever bought. The most deliciously appetizing of Patterson's many famous lines. **The Extreme of Candy Quality.**

The unprecedented demand for this line has caused us to enlarge our capacity and we are now in a position to handle all orders The "Private Stock" line retails at $1.00 per lb. and is packed in ¼, 1, 2 and 5 lb. boxes.

Don't miss getting your share of this business. If our travelers do not call at your town, write us direct for terms and proposition.

The Patterson Candy Co. - Toronto

ELECTRIC BEANS
CREATE RICH, RED BLOOD.
ARE A TONIC
BLOOD MAKING BEAN.

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."



"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

"Top Notch" Butterscotch

Excells all others in quality, flavor and packing.

The cutting and wrapping of each piece in caramel style has won the instant approval of thousands of users.

Tastes Better : :
: : : Sells Better

Packed 3 dozen in a cartoon for $1.25

Order today from your jobber or direct from the manufacturers.

Bruce & Hunt Co., Limited, Toronto

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

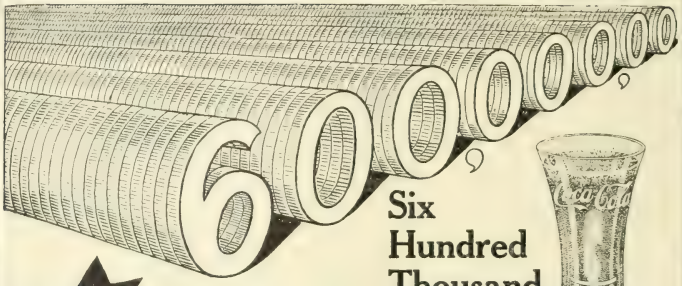
These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA



Six Hundred Thousand Dollars

To Create Soda Fountain Trade

That's what we will spend during the next three months to make people ask for **Coca-Cola.**

And the advertising copy---we thought it was the best ever last year, but you ought to see it *this* year. It's simply great. Honestly, from the time our first advertisements appear, 'til they stop, there will be a crop of **Coca-Cola** thirsts that will keep every soda fountain in America busy satisfying them.

PUSH

Coca-Cola

And remember this about **Coca-Cola**—it and its advertising create a demand that does more than divide sales with your other beverages. Its advertising is so thirst-provoking, and it itself is so delicious and thirst-quenching, that *new* soda fountain customers are attracted---a new and independent demand is created. A demand that you can't possibly satisfy without **Coca-Cola.**

Don't you want some of the **Coca-Cola** nickels? Then serve the genuine---serve it properly. Put in your supply now, and you will make your soda fountain a summer resort instead of a side issue.

Order (from your jobber) TO-DAY

Coca-Cola is made in Canada

Whenever you see an Arrow think of Coca-Cola

THE COCA-COLA CO., Toronto and Montreal

SATISFY YOURSELF

BETTER QUALITY ---- MORE PROFITS

"On what basis do you solicit my order ?"

This was the enquiry addressed to one of our salesmen by the buyer for a large firm that has a big soda water business.

On the basis that **J. HUNGERFORD SMITH CO.'S** *'TRUE FRUIT' SYRUPS and CRUSHED FRUITS are the standard of quality and that it is economy for you to use them,"* was the answer.

"That interests me. I am not posted on the subject. Can you prove your statement ?"

"Yes, sir, by actual test and comparison with other goods."

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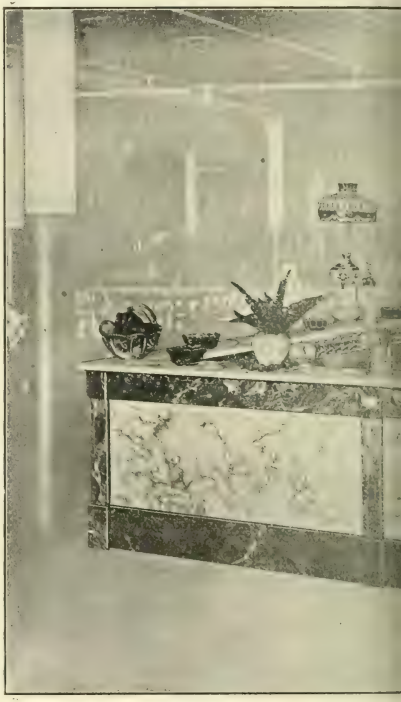
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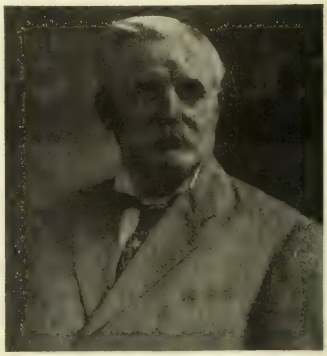
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and a pint of hot water added to form a syrup. More sugar is added to the crystals if it is desired to give a bulkier product.

Root Beer Extract.

1. Methyl salicylate..... .... 12 drams.
   Oil of sassafras, true..... ..... 9 drams.
   Oil of cloves..... .... 3 drams.
   Tincture of ginger (U. S. P.)... 12 ounces
   Alcohol, enough to make..... 1 pint.
2. Citric acid..... ....10 av. oz. 180 grains.
   Water, enough to make..... ... 2 pints.

Be sure to use methyl salicylate, as it gives a much better flavor than oil of wintergreen.

Root Beer Syrup.

Root beer extract (1)...	2 drams.
Root beer extract (2).....	4 drams.
Soda foam.....	4 drams.
Caramel.....	1½ ounces.
Syrup (U. S. P.) enough to make.....	1 gallon.

A Good Ginger Ale.

Ground ginger..... .....2 oz. av.	180 grains.
Powdered capsicum.....	30 grains.
Fresh lemon peel, sliced 1 oz.av.	262 grains
Citric acid, powdered.....	144 grains.
Diluted alcohol.....	enough.
Syrup (U.S.P.) enough to make 1 gallon.	

Mix all the ingredients except the syrup in a capacious glass vessel (a half-gallon fruit jar will do), close tight and shake at frequent intervals for twelve hours. Then transfer to a funnel and allow the liquid to drain off, returning the first portions until the drip is clear. Bring the finished product up to one pint by passing diluted alcohol through the mass in the funnel. Finally add the syrup.

This syrup may be colored with caramel if desired, and if too gingery a little lemon syrup may be mixed with it.

Lime Slip.

Into a 12-ounce glass draw 1 ounce of pineapple syrup and 1 ounce of orange syrup. Into this squeeze the juice of 1 lime. Fill the glass one-third full of ice and the balance with carbonated water. Mix and decorate with slices of orange and pineapple.

Napa Orange.

Into a 12-ounce glass draw 1 ounce of orange syrup, 1 ounce of raspberry syrup, and squeeze in the juice of 1 lime. Fill the glass half full of lemon ice and the balance with carbonated water. Mix, decorate with cherries, and serve with a spoon.

Newport Cooler.

Into a 12-ounce glass draw 1½ ounces of ginger-ale syrup and squeeze in the juice of 1 lime. Fill the glass one-third full of fine ice and the balance with carbonated water. Mix and decorate.

Bronx Park Egg Phosphate.

Into a mixing glass draw 1½ ounces of pineapple syrup and add 4 dashes of lime juice and 3 of phosphate. Into this break an egg and shake thoroughly. Fill with carbonated water and strain into a 12-ounce glass.

Lime Juice Flip.

Into a mixing glass draw 1½ ounces of lemon syrup and ½ ounce of lime juice, add three dashes of phosphate and a little ice. Into this break an egg and shake thoroughly. Fill with carbonated water and strain into a 12-ounce glass.

COFFEE SYRUPS.

Syrup No. 2.

Coffee, good quality.....	...32 ounces, av.
Sugar...	3½ pounds, av.
Water, sufficient to make...	64 fluid ounces

Moisten the ground coffee thoroughly, let stand in a covered vessel until softened, pack in a percolator, cover the drug with a heavy filter turned up at the edge, and upon the whole pour boiling hot water. Allow the percolate to flow into a funnel or percolator containing the sugar, and continue adding the boiled water until 4 pints of syrup are obtained, taking care that all the sugar is dissolved. Serve like the preceding.

Syrup No. 3.

Coffee, freshly roasted and ground...	...16 ounces, av.
Sugar.....	48 ounces, av.
Brandy, best French.....	2 fluid ounces.
Water, boiling.....	...A sufficient quantity.

Moisten the coffee with some hot water mixed with the brandy, pack in a percolator, pour on boiling hot water until 32 fluid ounces of percolate are obtained, and in this dissolve sugar by agitation. Serve like the preceding.

Syrup No. 4.

Java coffee, moderately fine	5 ounces, av.
Mocha coffee, moderately fine,	5 ounces, av.
Water, hot enough to make	30 fluid ozs.

Moisten the coffee with the water, pack into a percolator, and pour on the remainder of the coffee.

In serving, use about 1 fluid ounce of this extract for an 8-ounce mug, add sufficient sugar and about 1 fluid ounce of cream, fill with hot water, top with whipped cream, and serve with spoon and sweet crackers.

Syrup No. 5.

Coffee, Mocha and Java, finely ground.....	1 pound, av.
Sugar.....	44 ounces, av.
Vanilla extract.....	2 fluid drachms.
Water, boiling.....	...A sufficient quantity

Pack the coffee in a percolator and pour boiling water upon it until 2 pints of liquid are obtained. In this dissolve the sugar and add the extract.

SIMPLE SYRUPS FOR THE SODA FOUNTAIN

Two methods may be employed in preparing simple syrup, commonly known as the hot and cold process, which we shall endeavor to explain for the benefit of the inexperienced dispenser.

The method of making syrup by the hot process is a comparatively simple one, and is conducted as follows :

Place the sugar and water into a suitable utensil and stir constantly with a wooden paddle until dissolved by the aid of heat at a temperature not exceeding 212 degrees F.; then strain while hot through a felt filtering bag. To parties having steam power we would highly recommend the use of a steam jacket kettle as a saving of time and fuel.

Whenever convenient it is advisable that the syrup be made by the cold process either by agitation or percolation.

A very convenient method of preparing syrup by agitation is to place three parts of sugar and two parts of water into an earthenware vessel, and stir occasionally with a wooden paddle until dissolved ; then strain through finely woven flannel.

To percolate a syrup a grooved cork should be placed in the orifice of the percolator from the interior, and then covered with a thin layer of absorbent cotton. Place the sugar, which should be of a coarse granulation, into the percolator carefully so as not to disarrange the cotton, and pour the water upon it, which absorbs the sugar as it descends and passes from the mouth of the percolator in the form of syrup. Return the product to the percolator until it assumes a perfectly clear and saturated condition.

The percolation of syrup on a more extensive scale may be conducted very satisfactorily and continuously by removing the head of a barrel and placing a tight-fitting perforated diaphragm about one foot from the bottom ; upon this is laid a very thin layer of absorbent cotton, carefully covered with one thickness of cheesecloth, drawn down over the edges and fastened to the under surface of the diaphragm. Place the sugar (coarsely granulated) into the barrel carefully, so as not to disarrange the filter placed upon the diaphragm, and pour the water upon it. Return the first portion of the percolate, which should be drawn off by means of a syrup-cock, provided for the purpose, at the lower extremity of the barrel, until the density of the product indicates 32 degrees on the saccharometer. Six pounds of sugar and one-half gallon of water are equivalent to about one gallon of finished syrup, and are the proportions employed in making simple

AN AUTOMATIC AREATED WATER MACHINE.

We do not know of any manufacturing industry which can be started with less initial outlay and better prospects of the making of immediate profits than that devoted to the production of soda water and aerated water of all descriptions. The business itself is clean, pleasant and profitable, and those engaged in it have the satisfaction of knowing that they were doing their part in the promotion of temperance. Many an outbreak of infectious disease has been traced to the drinking of contaminated water, and the countries referred to have suffered terribly from visitations of this character. Aerated water is, during the process of manufacture, thoroughly filtered and rendered quite pure, and its aeration with pure carbonic acid gas causes it to act as a gastric stimulant and tonic. There has recently been placed upon the market by Messrs. Flugel & Co., 21 Lime St., London, E.C., an Automatic Aerated Water Machine, which is capable of producing 5,000 bottles or 2,000 syphons of aerated water a day, without any technical knowledge being necessary in working it, and without any engine being necessary to drive it.

All kinds of aerated waters can be made, the machine automatically and simultaneously filtering, aerating and flavoring the water ; the pressure from the water and from the carbonic acid gas keeping the machine continuously working without any other power being required. All that has to be done is to bottle the aerated water.

Any kind of bottle can be filled from the machine as well as syphons and large draught receptacles for holding five to ten gallons each.

The water is pressed through the filters by the pressure of the water from the water main, or comes direct from the well or river, the same pump which raises the water from the well pressing the same quickly through the filters ; the water thus goes direct to the top of the filters, and as it oozes out through these filters, it comes forth naturally divided into the most minute particles of water ; the carbonic acid gas immediately saturates each minute drop and the perfectly filtered and aerated water then falls to the bottom of the cylinder, whence a continuous supply can be drawn off into the bottles. The flavoring syrup is also automatically added as the aerated water is flowing into each bottle, the quantity of syrup can be regulated to taste, and different flavors can be substituted as required, as the syrup flows direct into the bottle and never dirties the carbonating chamber of the machine. Another point to be remembered is that the water is filtered absolutely pure, and that after the water passes through the filter it never



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That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

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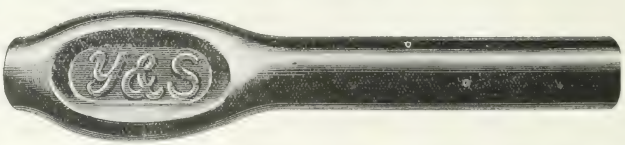
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is exposed to the outside air until the bottle is opened upon the table, and therefore cannot get contaminated.

In order that it might be seen what expenditure would be necessary to enable anyone to start in the trade, we have obtained from Messrs. Flugel a quotation for the machine, bottles, carbonic acid gas and so on, cif. Toronto, and this is as follows :

Pro-Forma Invoice of the latest and most up-to-date complete installation of an absolutely Automatic Carbonating and Syphon-Filling Machine.

Terms : Cif. Toronto.

	£.	s.	d.
One Automatic Aerated Water Machine "A" complete with Syphon Filler, producing a continuous supply of perfectly filtered and carbonated water absolutely without the slightest labor	45	0	0
One Regulator with Gauge for controlling and indicating the pressure of Gas from Cylinder to machine.....	2	5	0
*Four Steel Tubes, each 44 lbs. Liquid Co2., Carbonic Acid Gas @ 45s. each sufficient for about 4,000 syphons	9	0	0
An Assortment of finest Lithia, Seltzer, Soda, and Vichy Salts, specially made in tablets to dissolve while filling syphon, sufficient for 5,000 syphons	1	0	0
24 Dozen 40 oz. Porcelain Lined Syphons, @ 26s. per dozen. (Vases and tops engraved free)...	31	4	0
Syphon Repair Outfit.....	1	1	0
Sundries, i. e., Mask—Strong Leather Apron and 2 boxes soda straws... ...	0	17	6
Reserve Filters, Washers and Spare parts gratis.....	0	0	0
Freight, £5. Packing, £2 10s. Insurance, 15s.....	8	5	0
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*We refill these large tubes with the finest Carbonic Acid Gas @ 10s. per tube.

Consideration of these figures will show that very high profits can be made in this business, and it is not necessary to employ very much capital. The fact that no special technical knowledge is necessary for making aerated waters by means of this machine, is a powerful argument in favor of its adoption. Chemists especially should do well with this machine.

TO REMOVE THE ODOR OF IODOFORM.

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INTERNATIONAL CONGRESS OF APPLIED CHEMISTRY.

We are in receipt of the "Preliminary Announcement" of the 8th International Congress of Applied Chemistry, which is to open in Washington, D. C., September 4th, 1912, and the other meetings will be held in New York from September 6th to 13.

The following abstract from an article by Chas. Baskerville, printed in "Science" Nov. 11, 1910, deals fully with the inception and progress of this congress :

The necessity of international congresses appears to have been first appreciated by chemists. A purely international congress of chemists was planned in 1859 for the spring of 1860, but later it was decided to fix the meeting at Carlsruhe on the third of September in the same year. Letters of invitation were addressed to eminent chemists, and the response was encouraging. The meeting was attended by one hundred and forty chemists from all parts of Europe and lasted for three days. Most of the time was devoted to a discussion having reference to the best method of expressing the composition of chemical substances in the symbolic notation, and the debate on this point was very animated. The hope was generally expressed that this meeting would not be the last. However, no more congresses of chemistry of an international character were held until 1889. Nevertheless, the value of these was recognized, and certain efforts were made to revive the movement of 1859 at frequent intervals ; but the international conventions of chemists were limited to a discussion of the exhibits showing the development of chemical productions at the international expositions of Paris (1867, 1878, 1889,) Moscow (1872), Vienna (1873), Wilna (1873), Philadelphia (1876), Dusseldorf (1880) and Milan (1881). Quite a number of chemists usually attended these exhibitions as members of juries of awards as well as through personal interest, and it appears that they served to induce informal assemblage and exchange of opinion. However, with the rapid development of our science and its applications, it soon became apparent that the discussion of problems could be advantageously transacted in convention as well as in journals, especially since the personal exchange of views in informal and social manner had been found by local and national (chemical societies) conventions to be particularly beneficial.

On July 30, 1889, the International Congress of Chemistry was opened in Paris by Berthelot, who exposed the objects of the congress as follows :

"Theories are not to be considered, but only practical questions, such as relate to analytical

methods and nomenclature. The last urgently needs revision and improvement. The system hitherto followed has become insufficient. So many new compounds have been discovered that they are bursting through the frames formerly intended, and thought wide enough to contain them. . . . We cannot keep on adding syllables and forming endless names for new combinations. A new and clearer system is absolutely necessary, with lines broad enough to last for some time at least."

In object, then, this congress was similar to the one at Carlsruhe. More important matters were discussed, however, and views of an influential nature were expressed on the testing and analysis of chemical products, particularly organic bodies, alimentary substances and pharmaceutical preparations.

In 1893, the World's Congress Auxiliary and the American Chemical Society united in calling a meeting of the chemists of the world to attend a general chemical congress. This was held in connection with the Columbian Exposition in Chicago, and about two hundred attended. The efforts made by the organizing committee were followed with most gratifying success, and the chairman, Mr. H. W. Wiley, suggested the establishment of a triennial international congress of chemistry to meet at various centers. This recommendation was taken under consideration and initiated a movement which resulted in the formation of a permanent congress. A committee representing the American Chemical Society requested the chemical societies of the world to appoint similar committees of conference in order to consider whether it was desirable and practicable to organize a series of international chemical congresses, "in which the chemists of the various nations can regularly meet together for a discussion of questions of common interest." How favorable the response was, will be apparrent from what follows.

The first International Congress of Applied Chemistry was held at Brussels, under the patronage of the Belgian government, in 1894. It was divided into four sections. The first of these dealt with sugar chemistry, and here analytical questions were discussed. In the second section, agricultural chemistry, attention was paid especially to the determination of phosphoric acid. Section III., food and public hygiene, was rather general in its aims, but the congress endeavored to settle the minima of impurity allowable in distilled liquors and the best process for fixing the melting points of fats. The fourth section dealt with biological chemistry. At this congress it was decided to hold the meetings biennally, and Paris was selected for the reunion in 1896.

The Second International Congress of Applied Chemistry was opened under the patronage of the French government, and lasted ten days. To promote the interest of the congress committees had been organized in most countries, and through the French Foreign Office all the principal governments were invited to send delegates. The attendance at this Congress was large, and it showed the necessity of a close alliance between pure and applied science. Among the most important papers presented were those by Moissan on the electric furnace, which induced a highly important discussion on electrolytic problems and methods; Joly, on the applications of electro-chemistry; Grandeau, on the assimilability of the phosphates; Lippmann, on color photography; Kjeldahl, on the methods of determining nitrogen; Baroma, on the employment of alluminum in the construction of utensils; and Fernbach, on the utilization of the carbon dioxide arising from fermentation. Among the many interesting and important discussions may be mentioned those on the official graduation of instruments of precision, those on urine analysis, and those on food analysis. Nearly 2,000 members were present at the Paris meeting, and it required five large volumes to contain the report of the proceedings.

The third International Congress of Applied Chemistry was held in Vienna in 1898. The work was divided into twelve sections, and one of the chief questions before the congress was the adoption of uniform methods of analysis for commercial products and raw materials.

The fourth congress was held in Paris in 1900, and Moissan had charge of the selection of the committee of organization. This congress was held at the time of the Grand Exposition.

The fifth congress was held in Berlin in June, 1903. The imperial government had notified foreign governments officially of the meeting. Over 2,500 chemists attended and about 500 papers were presented for discussion. Several German societies held their meetings in conjunction with the congress, which was the most important and successful of all held up to that time.

The sixth International Congress of Applied Chemistry was opened at Rome in April, 1906. Its work was divided into eleven sections, and in each section an extensive program was arranged. Ramsay gave an address on the purification of sewage; Moissan lectured on the distillation of metals, and Frank on the direct utilization of atmospheric nitrogen. About 580 contributions were published in the "Atti" of the congress, occuping five large volumes.

The seventh congress was held in London from May 27th to June 2nd, 1909. The annual meeting of the Society of Chemical Industry was ar-

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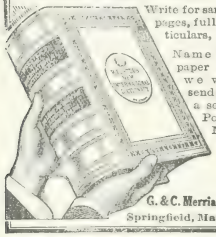
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This Insecticide, when sprayed upon the leaves, does not readily wash off, making its use extremely economical.
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MONTREAL TORONTO WINNIPEG

ranged at the same time, as well as several international organizations which dealt with special subdivisions of chemistry. As is well known on account of its recent occurrence, this congress was a worthy successor to the six preceding ones. It was divided into eleven sections, with several subsections, making a total of seventeen in actuality, and was under the presidency of Roscoe and Ramsay. The attendance was 3,000 members and 650 ladies. A characteristic feature of the London congress was the extension of the idea of the establishment of international commissions to recommend uniform standards of materials and methods for determining them.

NOTES ON CERTAIN METALLIC OLEATES.

Geo. I. MacKay.*

Every chemist who possesses any commercial instinct whatever, should have a large amount of respect for the oleates. There must be something remarkable about a series of compounds which have been the means of building up fortunes like those of Pears and Lever.

While oleates were prepared and introduced into medical use as early as 1872, they have not by any means received either from the medical profession or from chemical investigators the amount of attention which they merit.

Oleate of mercury certainly has been largely prescribed, and different methods of preparation have been discussed at length, but the instability of the compound as usually prepared has militated to a great extent against its general use.

The term oleate is a somewhat loose one in its present application. Strictly speaking an oleate should be a definite chemical compound of the univalent acidulous radical $C_{18}H_{33}O_2$, with a base. The so-called oleates, prepared by dissolving oxides in oleic acid, are indefinite in composition, being really solutions of oleates in oleic acid.

Three oleates are mentioned in the British Pharmacopoeia, and the method of preparation of each of them is, to say the least of it, exceedingly crude. Oleate of lead in the form of lead plaster, is prepared by heating oxide of lead, olive oil and water together, and the oleates of mercury and zinc, by precipitation from solutions of chloride and sulphate respectively, by the addition of a solution of hard soap. Why these varying methods are perpetuated is difficult to explain, as the first preparation, lead plaster, is a nondescript, and the alleged oleates of mercury and zinc are really mixtures of oleates and palmitates.

The inclusion in the B.P.C. and the Codex of a series of oleinates, which are really oleic acid solution, appears to me both unnecessary and ridiculous, and is apt to cause much confusion not only on account of the similarity of the two names, but also because in the list of synonyms, the term oleate is given as synonymous with oleinate.

Practically pure oleates of the various metals are readily obtainable by dissolving suitable salts in water and adding a solution of oleate of sodium or oleate of potassium, the whole process including the preparation of the precipitant, presenting little more difficulty than the hard soap method. The precipitation should take place in the presence of a large quantity of hot water, and the quantity of metallic salt should be slightly in excess of that required for combination.

From a medical point of view, the value of oleates lies in the rapidity of their absorption into the tissues, and in the fact that they may be exhibited in actual solution in a diluted form. This question of the rapidity of absorption is one which should effect the method of the prescribing of oleate to a great extent. For instance, oleate of mercury is usually required to act at a considerable depth, while the action of the zinc salt is intended to be much more superficial. Bearing this in mind, I suggest the propriety of prescribing drugs intended to penetrate the tissues in the form of oleates, and those whose local action is desired, in the form of stearates. Ointments or solutions of the former should be made with lanoline, oleic acid, or best of all, parogen, while in the latter case a suitable petroleum base may be used.

The preparation of stearates is simple, a solution of sodium or potassium stearate being used in place of the oleate solution. The stearates as a rule are easier to manipulate than oleates, and are readily reduced to powder.

It is a matter for surprise, that with the exception of the oleates of sodium and potassium, none of these salts appear to have been used internally. It seems to me that oleate of iron, for instance, would be much more readily assimilated than the perchloride, the carbonate or the different albumen or proteid compounds. Calcium, iron, mercury, strontium and magnesium oleates certainly appear to have possibilities as internal remedies.

For external application, the use of oleates is practically confined to salts of mercury, zinc, lead and bismuth.

Oleate of [illegible] is almost entirely neglected. Oleate of barium is worth giving a trial. Oleate of Uranium appears to be entirely new. It is an interesting salt, possessing distinct radio-active properties. It should be [illegible]

*Paper read before Australasian Pharmaceutical Conference at Sydney, N.S.W., January, 1911. (Australasian Journal of Pharmacy.)

ment of morbid tissues and malignant growths. Oleate of Thorium should have similar properties. I submit a specimen prepared by precipitation.

We come now to an oleate for which I venture to predict a successful future—viz., oleate of silver. How this combination has been missed all these years is not readily explained. While its insolubility in water may be considered a drawback, its advantages in other respects are so marked as to more than counterbalance this defect. Firstly, although sensitive to the action of light, neither oleate of silver nor its solution in oleic acid or parogen causes pigmentation if well rubbed into the skin. It has not the caustic and astringent properties of the nitrate, and is accordingly more suited for internal administration and for ophthalmic use. Its form, that of a stable, non-hygroscopic powder, fits it to local application to ulcers and sceptic wounds, while in an oily medium it may be used for intra-venous injection with advantage. It lends itself also to use in the form of ointments, bougies and pessaries. Considerable doubt has been thrown upon the bactericidal action of the proteid compounds of silver, such as argyrol and protargol, while their penetration by absorption is practically nil. Silver oleate is readily obsorbed, and possesses a bactericidal action of a very high standard. On oleate of mercury I shall pass no comment except to deprecate a return in the new Pharmacopoeia to the old unscientific method of dissolving the oxide in oleic acid.

A new use for oleates which suggests itself is the administration of oleate of bismuth for X-ray diagnosis in place of the subnitrate, carbonate or basic chloride. It would not be attacked to any extent by the secretions of the stomach, and should give an admirable screen effect.

An oleate which should be much more widely used is that of ammonium. The salt, which gives the peculiar odour to cheesy ammonia, has some remarkable properties. Combined with oils and fats, it renders them capable of emulsification with water to a marked extent, and causes them to be freely absorbed. In the form of Parogen, which is a solution of oleate of ammonium in alcohol with liquid paraffin, it is convenient for external medication. It is more stable than oleic acid, and when neutral it may be used for dissolving even the most delicate oleates and alkaloids, for preparing solutions for intramuscular injection, and as a medium for [illegible] menthol and camphor. Further, oleate of ammonium forms an admirable emulsifying agent for many oils, especially cod liver oil, forming a permanent milk-like fluid, differing vastly from the [illegible] commonly [illegible] [illegible] prepared

SOME ORGANIC COMPOUNDS OF IRON WITH ALKALIS.

By E. C. Cowley.

Iron and Ammonium Citrate, and Iron and Quinine Citrate.—Anyone who has prepared Iron and Ammonium Citrate of the British Pharmacopoeia cannot but have noticed the want of precision in the directions given in that work, and will doubtless have taken a certain amount of liberty with them when preparing the compound. When the quantities of iron and of citric acid are worked out it will be seen that there is, roughly one-third more iron ordered than required by the proportional two atoms of iron to two molecules of citric acid, which one would regard as a reasonable arrangement of proportions. With these proportions, which are required by theory to produce ferric citrate, a quantity of ammonia, equal to three molecules, are required to produce neutrality, forming a compound in which all the iron is in the acidic side, since it does not give any of the usual reactions for the ions of iron. The above proportions correspond to the formula $(NH_4)_2FeC_6H_5O_7$. I have not yet made an exact ultimate analysis to prove that this is the true formula, but since I have prepared a series of compounds in which the ammonia is quantitatively replaced by lithium, sodium, and potassium, forming neutral products, there is presumptive evidence that this formula is correct. It is immaterial whether the alkali is added in the form of hydrate, carbonate or bicarbonate, and since these alkaline double citrates are more soluble than ferric citrate alone the manufacture is much hastened by the addition of the alkalis before the iron is "nearly dissolved," as the British Pharmacopoeia directs; moreover, the alkali should be added to the hot liquid, not to the cold, as the official monograph directs. I have yet to hear what ferric citrate is. One might presum that in ferric citrate one atom of iron is in combination with one molecule of citric acid, in which case the carboxyl hydrogen should be entirely replaced by ferric iron; yet commercial specimens of ferric citric contain much larger proportions of iron than this; so does the iron and ammonium citrate of the British Pharmacopoeia; and I have shown above that when ferric iron and citric acid are combined in these proportions one and a half molecules of ammonia are still required to produce neutrality, the iron remaining in the ferric condition as a ferri-citrate, much like the double oxalate and cyanide compounds. To make a preparation which will conform with these proportions the quantity of solution of ferric sulphate ordered in the British Pharmacopoeia should be reduced from 200 c.c. to 150 c.c

[illegible] Australasian Pharmaceutical Society, N.S.W. Branch.



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The product will be lighter in color than the official compound, and it will be more soluble.

To prepare a scale compound of ferric ammonium citrate of a green color the proportion of acid should be raised to one molecule and a half of citric acid to one atom of ferric iron. Larger quantities of citric acid than this heightens the green color, but with the increased quantity of ammonium citrate the product becomes correspondingly more hygroscopic and troublesome to scale when made neutral with ammonia.

Iron and quinine citrate is a compound of this class in which the alkaloid quinine takes the place of a portion of the ammonia. This preparation is always acid, which enables it to scale readily when dried on glass plates. The official monograph leads one to assume that Iron and Quinine Citrate contains both ferrous and ferric iron, as it states that a precipitate is produced with both Ferrocyanide and Ferricyanide of Potassium. This statement is incorrect, inasmuch as the iron is entirely ferric, and in the form of a complex organic ion ; in fact, it does not give any of the usual reactions for iron until the complex ion is broken up.

In all these compounds the ammonia may be replaced by fixed alkalis, and all the alkalis may be partially replaced by alkaloids without altering the physical properties of the compounds.

In my investigations, in order to make certain of uniformity, I employed pure iron alum as my basis for the iron compound, precipitating the hydroxide from it, and heating it with the solution of citric acid.

Ferrum Taratatum B.P.—Iron and Potassium Tartrate. I am yet unable to explain the constitution of this compound. It may be presumed, from the official monograph, that potassium acid tartrate is saturated with ferric oxide.

The official directions for the preparation require modification. The ferric hydroxide should be heated with the acid potassium tartrate and water until a perfect solution is obtained. It is quite unnecessary to observe the temperature given in the official work. The solution is always acid. In my experiments, working on the official proportions, I found that 160 c.c. of normal KOH were required to produce neutrality. The insolubility of the official compound detracts from its use, as hot water has to be employed in dissolving it, and the solubility diminishes with age.

The neutralized product does not suffer from this disadvantage. As a consequence, I would recommend that the forthcoming British Pharmacopoeia should direct it to be neutralised. It is, in this case also, immaterial whether the hydroxide carbonate, or bicarbonate be used for this purpose. Here again the official statement that Ferrum Tartaratum gives a copious blue precipitate with Potassium Ferrocyanide is incorrect. Like in the citrate, the iron is in the acidic side. I am not yet prepared to say what the constitution of the molecule is. The B. P. compound is probably a complex mixture. For the purpose of guaging the quantity of iron tartaric acid will dissolve, I heated, on a water bath four atoms of ferric iron, with a solution of three molecules of tartaric acid, a quantity of iron which should be sufficient to displace the hydroxyl hydrogen as well as the carboxyl hydrogen of the tartaric acid ; assuming, probably, incorrectly, that hydrogen is displaced by iron. This made a clear solution, which required four atoms of potassium to produce neutrality. I have also made a series of compounds in other proportions with ammonia, and with the fixed alkali. It appears that iron has the property of combining with most organic compounds containing hydroxyl groups forming bodies possessing acidic properties. The solubility is increased if alkalis be present, e,g., Saccharated oxide of iron of the B.P. Codex. Ammonia does not precipitate the iron from them ; other alkalis only partially do so after the limit of neutrality is reached. Industrial instances of this may be cited ; for example, glycerine is capable of taking ferric oxide into solution, forming a compound possessing acidic properties. Ferric oxide interferes with the crystallisation of sugar for a similar reason.

Quite a number of compounds of this class are used in medicine. Saccharated Carbonate of iron undoubtedly contains iron compounds of sugar. Several substances of this class find a position in the British Pharmaceutical Codex, and the different pharmacopoeias, e.g., Iron Albuminate, Ferrous Carbonate with Glucose, Saccharated Iron Oxide, Ferric peptonate, and others.

POST-GRIPPAL ASTHENIA.

Of all the acute infections to which human flesh is heir, none seems to be followed by such general prostration as La Grippe. As the Irishman aptly described it, it is "the disaise that keeps ye sick for a month after ye get well." The general devitalization that ensues after the subsidence of the acute symptoms appears to be entirely out of proportion to the severity of the original attack. It is therefore distinctly the part of clinical wisdom to inaugurate a vigorous reconstructive campaign as soon as the febrile movement subsides. Plenty of fresh air, an abundance of nutritious but easily digestible food, and regular doses of Pepto-Mangan (Gude) constitute a trio of therapeutic measures of marked benefit. If the heart action is unduly weak, or if the prostration is more than usually pronounced, an appropriate dose of strychnia added to the Pepto Mangan is of considerable additional service.

Formulary

Liquid Veneer.

A correspondent of the Pharmaceutical Journal writes that the following produces a brilliant polish on furniture, which leaves no finger marks and needs no rubbing.

Linseed oil	10 parts
Vinegar	5 parts
Hydrochloric acid	2 parts
Amyl acetate and putty powder, of each, quantity sufficient.	

The amyl acetate is added to perfume the mixture, and the putty powder, according to the writer, is added as a "blind.

Colorless Disinfectant.

Alum	10 pounds
Sal soda	10 pounds
Sal ammoniac	2 pounds
Salt	2 pounds
Zinc chloride	1 pound
Muriatic acid com., q. s.	
Water, q. s.	16 gallons

Dissolve the alum in 8 gallons of boiling water; then add the sal soda, followed by the muriatic acid, until the precipitate first formed is dissolved. Dissolve the remaining salts in the balance of the water and add to the first solution.

Kid Glove Cleaner.

Chloroform	1 fl. dram
Alcohol	2 fl. drams
Ammonia water	10 fl. drams
Sodium carbonate	120 grains
Castile soap	1 av. ounce
Distilled water	64 fl. ounces

Cut the soap up fine and dissolve it in some of the water. Dissolve the soda in the remainder of the water; add this in another bottle to the chloroform, alcohol and ammonia water. When the castile soap is entirely dissolved add all of the ingredients mentioned to it, then shake well and bottle securely.

Floor Polishes.

No. 1. Fifteen parts of oil of turpentine dyed with anchusine, or undyed, and 4 parts of scraped yellow wax are stirred into a uniform mass by heating on a water-bath.

No. 2. Melt 1 part of white wax on the water-bath and add 8 parts of petroleum. The mixture is applied hot. The petroleum evaporates, leaving behind a thin layer of wax, which is subsequently rubbed out lightly with a dry cloth.

Ball Room Floor Polish.

Hard paraffin, 1 pound; spermaceti, 1 pound; powdered boric acid, 14 pounds. Melt the paraffin and spermaceti together add the boric acid and mix thoroughly. When cold, pulverize and sift. If desired, perfume may be added, a mixture of oil of lavender 1 dram, and oil of cloves 5 minims, being suggested.

Polishing Cloths.

Whiting	1 lb.
Acid Oleic	½ oz.
Gasoline	2 qts.

Soak woollen clothes in the mixture and dry in the open, away from fire or flame.

Copper Fungicide.

According to Perrin, of the Faculty of Sciences, Clermont-Ferrand, the following is more energetic as a fungicide for horticultural use than Bordeaux mixture.

Copper sulphate	1 part
Sodium sulphate	1 part
Soap	10 parts

The difference is stated to be due to the fact that this solution produces more rapid osmotic action, while the soap ensures that the liquid adheres better.

Laundry Ink.

Asphalt	2 ounces
Benzol	8 fl. ounces
Coal tar	8 ounces

Dissolve the asphalt in the benzol and add the coal tar. In using the ink employ an ordinary pen, and if the ink should be too thick, thin it with a little oil of turpentine. It is said that this ink does not spread and requires no heating. It does not fade and is not affected by anything.

Boot Polishes.

Black—Ozokerite, 5½ ozs.; ceresin, 2 lbs.; carnauba wax, 5½ ozs.; beeswax, 1⅜ ozs.; turpentine, 4 pints; lampblack, 2 lbs.; black aniline dye, 30 grains. Brown—Palm oil soap, ½ oz.; yellow wax, 3 ozs.; pearlash, 60 grains; Bismarck brown 120 grains; oil of turpentine, 10 fl. ozs.; boiling water, 8 fl. ozs. Melt the soap and the wax; dissolve the pearlash and dye in the water; put the melted mixture into a warm mortar, add the turpentine and stir in the aqueous solution. Stir till cold.

Non-Inflammable Clothes Cleanser.

Rosin soap	1 pound
Common white soap	1 pound
Potassium hydroxide	3 ounces
Alcohol	8 ounces
Carbon tetrachloride	5 pints
Water	sufficient

Melt the soaps together on a water bath, adding to them a little water from time to time as required. Dissolve the potassium hydroxide in the alcohol; add to this solution 1½ pints of carbon tetrachloride, and incorporate the liquid in the soap mass, beating the whole with an egg beater. Transfer the pasty mass to a suitable bottle, add the rest of the carbon tetrachloride and mix the whole by agitation. The compound should at once be transferred to wide-mouthed bottles of the size desired for the market and these immediately corked tightly.

Sometime a portion of the carbon tetrachloride separates from the "cream" on standing, but it can be reincorporated quite easily by shaking before using.—Merck's Report.

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MONTREAL, CANADA

Trade Notes

ALBERTA.

H. T. Puley has sold his drug business at Stavley, Alta.

Dr. A. Couillard has opened a new drug store at Vegreville, Alta.

E. J. Mitchell, druggist at Pincher Creek, Alta., died recently.

W. G. Anderson, druggist, at Granum, Alta., has sold his business.

D. C. Jones has opened a drug and stationery business at Vulcan, Alberta.

E. Hardisty is opening a new drug store at corner Jasper ave. and 7th St., Edmonton, Alta.

Dr. Massicote has purchased the drug business of A. M. Saunders, at New Norway, Alta, the latter opening a new store in Camrose, Alta.

BRITISH COLUMBIA.

R. A. Quinn is opening a new drug store in New Westminster, B. C.

G. Cunningham has opened a new drug store on Denman St., Vancouver, B. C.

Peoples Drug Co. have been incorporated, and have taken over the store of the Chambers Drug Co., in Vancouver, B. C.

The Chambers Drug Co., have opened a drug store in Collingwood, the latest suburb in Vancouver, B. C., Mr. Albert Chambers, O. C. P., being manager.

MANITOBA.

H. A. Mitchell, druggist, at Fleming, Man., has sold his business.

J. O. Stavley has purchased the drug business of H. Pulley, Winnipeg, Man.

J. G. Hobman, La Riviere, Man., is removing his drug business to Imperial, Man.

M. S. Walker has taken over the drug business of C. S. Touchburn, Alexander, Man.

The Western Canada Chemical Works, Ltd., of Elmwood, Man., has been incorporated.

The drug store of S. J. Hall, of Virden, Man., was badly damaged by fire and water recently.

A. J. Bedford, druggist, of Brandon, Man., suffered a total loss by fire. It was partially covered by insurance.

NEW BRUNSWICK.

The Wiley Drug Co. have registered and are carrying on a business at Grand Falls, N. B.

D. W. C. Stevens, druggist, at Woodstock, N. B., has taken his brother as partner, the firm name being Stevens Bros.

The drug business of B. J. Sharp, of Sussex, N.B., was completely destroyed by fire. It was insured to the amount of $2,300.

ONTARIO.

R. W. Wilson has opened a drug business at Port Arthur, Ont.

J. McNeilly & Co., druggists, at St. George, Ont., are giving up business.

J. N. Brownlee has taken over the drug business of A. Manley, Owen Sound, Ont.

H. A. Spotwood has purchased the drug business of T. A. Grimshaw, College St., Toronto.

Burke & Shannon have purchased the drug business of J. McNeilly & Co., St. George, Ont.

H. L. Hunt has opened a new drug store near Morinvolle, on the Canadian Northern Railway.

QUEBEC.

H. Guy, druggist, of St. John, Que., suffered a small loss by fire recently.

The drug store of James Bedard, Richmond, Quebec, was destroyed by fire March 1st.

SASKATCHEWAN.

H. S. Mitchell has sold his drug business at Fleming, Sask.

A. M. Saunders has opened a new drug business at Camrose, Alta.

T, G. McKay has purchased the drug business of George Brant, Langham, Sask.

H. O. Langford has purchased the drug business of Robert Black, at Biggar, Sask.

G. A. Calvert has taken over the drug business of Calvert & Forsythe, at Lanigan, Sask.

W. W. Forsythe has purchased the drug business of Clavert & Forsythe, at Guernsey, Sask.

H. W. Wright & Co. have purchased the drug and Stationery business at North Battleford, Sask., of F. Edwards & Co.

OBITUARY.

R. L. GIBSON

On February 18th, there passed away at his home in Toronto, a familiar face in drug circles, and one who was universally held in the highest esteem by his many friends.

Mr. R. L. Gibson was a native of Montreal, having been born in that city in 1838, and in the early part of his life took up a literary career, which he followed up to about 1885 when he took over the Canadian representation of Reid & Carnrick, of New York, succeeding the late H.P. Grisbourne. Subsequently Mr. Gibson added to this agency that of the New York Pharmaceutical Co. and also Duncan & Flockhart, of Edinburgh.

The business will be carried on by Lt. Col. Louis, who has been associated with his father a number of years. The deceased is survived by a widow and two sons.

Optical

OPTOMETRY IN ONTARIO.

The bill of the retail merchants seeking to give some kind of optical legislation for Ontario was withdrawn from the House by Mr. Johnston, M. P.P., of Belleville, after it was vigorously opposed on behalf of the Optometrists of the Province by a large delegation of local members of the Optometrical Association. The bill made it possible for any and every man coming to Canada from Russia or any part of the old or new world between this and next July to enroll himself as an optician and secure a Provincial license. It was the "Peddlers" pet bill without doubt or cover, and its demise will not be regretted by honest Optometrists all over Ontario in particular and Canada in general.

On Friday morning, March 10th, about forty local members of the Optometrical Association waited on Sir James Whitney, Prime Minister of Ontario, for the purpose of resenting the remarks made by W. F. Nickle, M.P.P., of Kingston, in connection with the work of the Society. Sir James received the big delegation in his private office, and after going into the details of the work of the Optometrists, declared himself perfectly satisfied with their explanations, and assured all that the appearance and conduct of the members in his presence was sufficient guarantee for their integrity and honorable intentions. The Prime Minister treated the delegates in a most kindly and courteous manner, and freely discussed the work of Optometrists with both officers and members. Dr. Evans, of Kingston, acted as spokesman for the Optometrical delegates, and fully explained to Ontario's Premier the workings of the Association. After a very hearty handshake and expressions of good will all round the delegation left, delighted with their visit to Sir James Whitney, and pleased to think Ontario had such an outspoken and candid, yet pleasant Premier.

Dr. Culverhouse, who is one of the best and oldest eyesight specialists in Canada, has been compelled to allow much of his large practice to be done by his capable assistants lately. The Doctor has had a great many strenuous years in Optics, and now feels the need of rest and quiet., We trust he will be able to give us many more years of his efficient service and wise counsel before settling down to a life of ease and comfort.

The Consolidated Optical Company have elected officers for another year, and we are pleased to notice that W. K. McNaught has been retained on the Board of Directors, whilst his son holds the important position of President in the Company. The Consolidated are preparing to move to their new factory.

* * * * *

Every Wednesday evening Toronto members of the Optometrical Association meet in the auditorium of the Empire College of Ophthalmology and spend a couple of hours in the reading of papers, discussion, and the study of general Optics. Already Dr. Evans, Dr. McLean, Dr. Llewellyn Williams and others have delivered lectures before the Association, many of which have been delightfully illustrated with lantern and slides. On the evening of March 15th, Mr. Simmonds, local manager of the Underwood and Underwood, stereoscopic picture makers, delivered an interesting lecture on "Stereographs, and Stereoscopic Vision." The large attendance appreciated the lecture, and then listened to a discussion between Mr. Simmonds and Dr. J. G. Evans on the making and reproducing of Stereoscopic pictures. At the close of the discussion Dr. Harvey made a Retinoscopic examination of Mr. Simmonds for the benefit of the members present, and explained why the speaker of the evening could see Stereoscopically without the use of prisms.

* * *

A new Retinometer is about to find its way on the market. The instrument will combine all the work of the Retinoscope, Ophthalmoscope, Strabismometer and the Evans Keratoscope. A new Tungsten lamp has been made for the instrument and a powerful built in battery provided, the whole presenting a most beautiful appearance as well as possessing points of utility not found in any other instrument. The entire instrument will be Canadian made throughout, and will be manufactured by the Empire Optical Company.

On the evening of April 24th, which day the anniversary of St. George, the Patron Saint of England, will be celebrated, the Empire College of Ophthalmology, Toronto, will hold an At Home in the College building, 358 Queen Street west. A most pleasant evening is anticipated, and a large attendance is sure.

The Pharmacists of Ontario have found it to their interests to join the Optometrical Association, and many are installing a complete optical outfit and doing excellent work in refraction.

The day of the Optical diploma "Mill" is pretty near at an end. What every good honest druggist wants when he hangs out a shingle

JUST READY

A POPULAR PRICED LINE OF

Rimless Spectacles

WITH

"THE MOUNTING THAT
WON'T WEAR LOOSE"



In this new line we use a double strip casting construction that is unusually neat and durable. The mountings are well finished and the styles represent remarkable value at the price.

ALBEX WHITE METAL MOUNTING:

No. 87. Albex lenses, "O" size, focus numbers 8 to 315 ..... $2.50 per doz.
No. 787. Same as No. 87, but fitted with our new cable temples.... 3.10 "
No. 85 Micoquille lenses, "OO" size, smoke, blue and green..... 2.35 "
No. 785. Same as No. 85, but fitted with our new cable temples ... 2.95 "

GILT ALLOY MOUNTINGS:

No. 97. Albex lenses, "O" size, focus numbers, 8 to 315 ... ... $2.50 per doz.
No. 797. Same as No. 97, but fitted with our new cable temples .... 3.10 "
No. 95. Micoquille lenses, "OO" size, smoke, blue and green..... 2.35 "
No. 795. Same as No. 95, but fitted with our new cable temples.... 2.95 "

These styles can be obtained from the leading Canadian jobbers at above prices.

T. A. WILLSON & CO., INC

MANUFACTURING OPTICIANS

Established 1870 READING, PA., U.S.A.

Canadian Office: A. J. McCRAE, 23 Scott Street, Toronto

OPTICAL EDUCATION, BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - - OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE has been such a success that we would like you to know what those who have taken it have to say. Corresponden Courses can begin any time. The same diploma is given correspondence students as class room students. Write f full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**

COURSE IN OPTICS

Next and only personal course for the year begins May 8th, i.e., immediately after the pharma examinations are over.

PAP SAG
Tablets
DYSPEPSIA

"The only way to cure a bad case of Dyspepsia is to take one or two Pap-Sag Tablets in a little warm water, after each meal. Not to observe this simple and easy rule is to remain depressed with all kinds of stomach disorders, such as Heartburn, Fetid Breath, Gastritis, Flatulence and Indigestion.

This advertisement will appear in all the papers.

We have no salesman on the road to take up our time.

Druggists will please order from their jobbers or direct at the following prices:

PAP-SAG (Dyspepsia Tablets)

1 Doz	4.50
3 "	4.25
6 "	4.25
12 "	3.75

The Pap Sag Co.
Montreal

"AGFA"
DEVELOPERS

Assure you of permanent and uniform results

WE ASK YOUR CONSIDERATION OF OUR PRODUCTS—KNOWN THE WORLD OVER

Awarded 1st & Diplomas on Photographic Goods

Send the "AGFA" label and 10 cents (coin or stamps) for a copy of "AGFA" Formulæ Book, or "AGFA" Book of Photography by Flash Light, to

HUPFELD, LUEDECKING & CO
1 and 3 St. Helen Street Montreal

claiming to be an Optician is to be able to deliver the goods to his patrons, and in order to do this it is necessary that he should receive the best Optical education. A correspondence course will prepare him for an attendance course, but it will never make it possible for him to do thorough Optical work with the human eye. Legislation must come, and when it does it will put the ban on men and places where Diplomas are sold without regard to the standing or ability of the holder.

* * * * *

Chevalier Watkins, one of the best known Ocular Surgeons in the Dominion of the Sultan of Turkey, has been made a Fellow of the Empire College of Ophthalmology.

* * * * *

Dr. MacFatrich, of the Northern Illinois College of Ophthalmology and Otology, visited Toronto for a few days in the last of February in the interests of Murine.

* * * * *

Dr. McLean, one of the oldest Opticians in Toronto, buried his mother on March 14th. Mrs. McLean was an old and respected resident of the Province, and had seen many winters pass over her venerable head. Dr. McLean has the sympathy of a large circle of friends among the Optometrists of Toronto.

* * * * *

Mr. Mendel, druggist, of Kingston, and Dr. Chown, of the College drug store of the same city, are doing good work in Optometry, and have the equipment necessary to giving satisfaction to their patrons. Dr. Chown has fitted up a fine examination room, and has been doing good work in Retinoscopy. A drug store seems to be one of the best places for Optical work, as the public has great confidence in the man who handles carefully and thoroughly the most dangerous drugs, feeling he will handle with the same care the delicate work of the human eye.

* * * * *

E. J. Doak, druggist, of Parkdale, has arranged to put on a campaign in Optics, and we feel sure he will let people know in his part of the city that he is doing something.

* * * * *

Already twenty-five States of the American Union have adopted Optometric legislation together with the Provinces of Quebec and Manitoba in Canada. Ontario and British Columbia are now knocking at the legislative door, and are sure to be admitted before long. Then will come the question of inter-Provincial and International registration, so that capable refractionists will be able to practice anywhere and the incompetent pushed off the earth altogether. Already, with this thought in view, affiliation with the American Optical Association is being arranged on this side of the line, and it is believed this will lead to a strong federation of Optical forces that will eventually control the academic interests of the whole.

* * * * *

Dr. Harvey, of the Empire College of Ophthalmology, is arranging to visit London during the coronation, and whilst there will take advantage of the occasion to spend some time at the various places in the great English metropolis where Ophthalmic work can be studied to the best possible advantage. On his return, the latest and most modern methods prevalent in England will be introduced into the curriculum of the Empire College.

* * * * *

The literature of color blindness is so meagre that it is almost impossible for the Optician to get anything that will help him in the study of this important branch of his profession. Then it seems next to impossible to get an elementary work on diseases of the eye to suit the requirements of the Optician who should know where the work of the Optician ends and that of the Oculist begins. Whilst it is not the work of the Optician to treat diseases of the human eye, yet he should know something about these so as to know when to send his patron to the Surgeon for treatment. Among druggists who are doing Optical work there will never be any tresspassing on the peculiar territory of the physician or surgeon, because the druggist has too much regard for the ethics of his own class, and is anxious at all times to preserve the most pleasant and proper relations between himself and the medical profession.

* * * * *

We shall be pleased to answer questions on Optics in this department of the Canadian Druggist if sent in and marked to the editor of this department. Write on one side of the paper only, and state your position clearly and as briefly as possible. In addition to this we shall publish matters of Optical interest and education for the benefit of our readers. We have been anticipating this feature for a long time, and have secured the co-operation of one who is capable of doing the work in a most satisfactory manner. If you have any trouble with your Optical cases, don't hesitate to ask for information, and we think you can secure a solution to your most difficult problem, and a helping hand in all your Optical trade matters.

OPTICAL COURSE.

We wish to draw the attention of those intending to take an optical course to the fact that the next Annual College Course at the Canadian College of Optics, 75 Yonge Street, Toronto, in



SELL SEEDS THAT FEED—

SPRATT'S

MIXED

BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

charge of W. E. Hamill, M.D., Principal, will commence the second week in May; those interested can write to the Doctor for exact date and terms, as this is the only personal course for the year, write for information promptly.

See advertisement among our advertising columns.

PLANT FERTILIZERS.

Package Powders.

I.

Ammonium nitrate..... .....dr. iiss
Potassium nitrate... ....oz. iii
Ammonium phosphate..... ... .oz. iss

One teaspoonful to be dissolved in a quart of water and the plant watered with the solution.

II.

Sugar... ....oz. i
Potassium nitrate..... ....oz. ii
Ammonium sulphate... ... ...oz. iv

M.

One teaspoonful to be dissolved in a gallon of water and the plant sprinkled with the liquid.

III.

Ammonium phosphate..... .....oz. vi
Sodium nitrate..... ....oz. v
Potassium nitrate..... ....oz. v
Ammonium sulphate..... ....oz. iv

M.

Dissolve one teaspoonful in one quart of water and sprinkle the plants daily with the solution.

Fertilizing Solution.

I.

Ammonium phosphate... ... ...oz. i
Sodium nitrate..... ... ...dr. vi
Potassium nitrate... ....dr. vi
Ammonium sulphate... ....dr. v
Water..... .... Ounc. xxx

Dissolve.

One application of this a week is enough for the slower growing plants, and two for the more rapid growing herbaceous ones.

II.

Ammonium chloride..... .... oz. ii
Sodium phosphate..... ....oz. iv
Sodium nitrate .... oz. iii
Water..... ....Ov.

Dissolve.

Sprinkle pot plants once or twice a week with this solution.

—Twenty-third year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J. DYAS, PUBLISHER

Subscription, one dollar per annum in advance

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THE CANADIAN DRUGGIST,

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LIG. SANTAL FLAV. CO.

Santal oil...	...16 Cc.
Oil of cubebs...	8 Cc.
Oil of pimento.....	0.5 Cc.
Oil of cassia.....	0.5 Cc.
Balsam of copaiba.....	...16 Cc.
Olive oil.....	.20 Cc.
Alcohol.....	.....64 Cc.
Potassium hydroxide.....	5.75 Gm.
Tincture of buchu.....	.48 Cc.
Infusion of buchu (1 to 7).....	.....48 Cc.
Distilled water.....	...a sufficiency

Dissolve the potassa in 5 Cc. of water in a flask, add the oils, the balsam of copaiba, and the alcohol. Heat on a water bath for a few minutes, arranging so that the volatilized alcohol drops back into the flask. A suitable arrangement for the purpose when a condenser is not at hand is to place a funnel in the neck of the flask and a dish of cold water in the funnel. Test the solubility of the liquid in water, and when it mixes clear, which it will after a few minutes' heating, cool the liquid, add the remaining ingredients, and sufficient water to make 264 Cc.; filter through paper.

The product is perfectly miscible with water; it contains all the oils; and the modified formula has the additional advantage of being quickly prepared. The time required need not be longer than half an hour.



THE MARTIN, BOLE & WYNNE CO.

WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to you in securing information, as to location, etc.

We know of several good drug businesses for sale. Capitalization ranging from $1,000 to $5,000, and several openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

Business during the past month has not been interfered with a great deal by bad roads or weather, it has well kept up to the mark, There have been no decided changes in values, but every staple is very firm in price.

Values for Paris Green have been fixed by the manufacturers, they are a trifle lower than last year, not much change; for particulars see appended list.

We would also call your attention in this number to the revised prices current and index of new remedies which every druggist will find very useful.

A—Advanced. D—Declined.

A.—Manna Flake.....oz.	.10
A.—Santonine.....oz.	1.10
D.—Stovaine (5 gramme).....ea.	1.00
A.—Oil Sassafras.....lb.	1.50
A.—Oil Peppermint, (Amer.).....oz.	.35
A.—Eserine C. P. (2 gr. tube).....ea.	.45
A.—Eserine C. P., (3 gr. tube).....ea.	.55
A.—Eserine C. P. (5 gr. tube).....ea.	.75
A.—Eserine Citrate (5 gr. tube).....ea.	.75
A.—Eserine Hydrobrom (5 gr. tube)...ea.	.75
A.—Eserine Hydrochlorate .....ea.	.75
A.—Eserine Nitrate.....ea.	.75
A. Eserine Pilocarpine (5 gr.).....ea.	.75
A. Eserine Salicylate (5 gr.).....ea.	.75
A.—Eserine Sulphate (5 gr.).....ea.	.55
A.—Eserine Tartrate (5 gr.).....ea.	.75
A.—Menthol.....oz.	.55
A.—Strontia Bromide.....oz.	.15
A.—Sodium Santimonate.....oz.	1.50
A.—Platinum and Barum Cyanide (5 grains).....ea.	.70
A. Hematin (15 gr. tube).....ea.	1.50
A.- Ergotine Bongean.....gr.	.05
A. Cocaine Alkaloid (1 dr).....ea.	.80
D. Cobalt Oxide.....oz.	.10

SITUATION WANTED.

Drug clerk and Optician. Highest Canadian Optical and English Pharmaceutical qualifications. Ainslie, 113 John St., Toronto.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

BUSINESS FOR SALE

Paying drug business in thriving, growing Ontario town, best location, no cutting, agreeable opposition, well established and improving every year. Investigate quick. Box 9, Canadian Druggist.

FOR SALE.

Drug business in Southern Sask. All English speaking people. Stock, $3,000, Turnover, $10,000, increasing. No opposition. Doctor and Veterinary. Will sell store on monthly payment. Residence over store.

Box 22, Canadian Druggist, Toronto.

SALESMAN WANTED.

First-class man calling on Drug Trade in British Columbia to carry as side line some well-advertised specialities; correspondence confidential. Address Box 400, care Canadian Druggist, Toronto, Ont.

SITUATION WANTED.

In a Wholesale Drug House by a Scotsman, 28, married, not fully qualified, wishes situation in Canada. Served time, and still employed by same firm. Experienced in Wets, Drys, Manufacturing, etc. Plenty of energy and used to hard work. J. Hossack, Pembroke Place, Edinburgh, Scotland.

SYNDICATE STOCK FOR SALE.

Ten shares of Paid-up Stock in The Druggists' Syndicate of Canada for sale at a large reduction; no reasonable offer refused. Apply, N.B., care of The Canadian Druggist, Toronto.

A GOOD OPENING FOR DRUGGIST.

To Druggists—Good opening and a suitable building available for same in Jansen, Sask. Especially suitable for a doctor with some capital. Apply, The Secretary, The Board of Trade.

Prices Current and Index of New Remedies

Prices given below are actual values for small quantities ruling in the Canadian Market to-day. Quotations are subject to change without notice. Physicians must expect to pay an advance on prices reported, since these values are actually charged to the trade, and do not cover expenses of any kind.

Acetamide, oz.	$ 0 60
Acetone, C.P., lb.	75
" Commercial, lb.	30
Acid Acetic, B.P., lb.	15
" Acetic, 99½ per cent., lb.	50
" Acetyl Salic., oz.	18
" Arsenious (Arsenic), lb	15
" " (pure), oz.	10
" " (Red Lump), oz.	05
" Benzoic from gum, oz.	15
" Benzoic from Toluol, oz.	10
" Boracic Crystals, lb.	12
" Boracic, Pulv., lb.	12
" Butyric, oz.	25
" Cacodylic, 5 grain bot., each	20
" Camphoric, oz.	55
" Caprocic, oz.	2 50
" Carbolic, 1 lb. bots.	25
" Carbolic, 5 lb. tins, lb.	18
" Carbolic, 10 lb. tins, lb.	16
" Carbolic, crude, opt., gal.	1 00
" Carbolic, Crude, Com'l gal.	80
" Cetraric, 15 grain bot., each	80
" Chloroacetic, oz.	50
" Chromic, Pure Cryst, oz.	10
" " Highly Pure Cryst. oz	25
" Crysophanic, oz.	55
" Cinnamic, oz.	40
" Citric, lb.	50
" Citric, pulv., lb.	52
" Cresylin, oz.	25
" Dichloracetic, oz.	1 00
" Fluoric, 1 lb. bots., each	1 00
" Fluoric, ½ lb. bots, each	60
" Fluoric, ¼ lb. bots., each	35
" Fluoric, oz.	1
" Fluoric, C.P., lb.	1 40
" Formic, 1-20 oz.	10
" Fumaric, oz.	3 00
" Gallic, oz.	8
" Glycerino phosphoric, oz.	60
" Hydriodic, oz.	30
" Hydrobromic, lb.	35
" Hydro-Silico Fluoric	3 10
" Hypophosphorus, oz.	50
" Iodic, oz.	1 00
" Lactic Concent'd, oz.	10
" Mallic, oz.	1 50
" Meconic, oz.	2 00
" Molybdic, pure, oz.	20
" " extra pure	40
" Monochlor, acetic, oz.	30
" Muriatic, Com'l, lb.	6
" Muriatic, C.P., lb.	20
" Nitric, Com'l, lb.	21
" Nitric, C.P., 1 lb.	25
" Nitrous, lb.	30
" Oleic, oz.	5
" Osmic, 1 gramme tubes, each	3 00
" Oxalic, lb.	12
" Oxalic, Pulv., lb.	15
" Oxalic, C.P., lb.	50
" Perchloric, oz.	50
" Perosmic, ½ grn. tubes, each	1 50
" Phosphoric, Concent., 1500, lb.	45
" Phosphoric, Dil., lb.	16
" Phosphoric, Glacial, oz.	10
" Phosphoric, Syrupy, 1750, lb.	50
" Phosphorous, 1.12, oz.	25
" Picric, lb.	90
" Prussic, 2% sol., doz.	1 25
" Pyrogallic, Merck'h, oz.	25
" Pyrogallic, Schering's, oz.	32
" Pyroligneous, lb	12
Acid Salicylic, lb.	55
" Salicylic, natural, oz.	50
" Soda Phosphate, oz.	15
" Silicic, natural, oz.	20
" Silicic, wet process dried, oz.	25
Acid, Soda Phosphate, oz.	20
" Succinic, oz.	1 40
" Sulphoanilic, oz.	45
" Sulph. Aromat., lb.	65
" Sulphocarbolic, oz.	10
" Sulpho. sicinic, oz.	50
" Sulpho. salicylic, oz.	50
" Sulphl. Com'l, lb.	6
" Sulph, C.P., lb.	20
" Sulpho—Oleic, oz.	3 50
" Sulphurous, lb.	15
" Stearic, oz.	35
" Tannic, lb.	85
" Tartaric, Cryst., lb.	36
" Tartaric, pulv., lb.	37
" Tartaric, C.P., Cryst., lb.	85
" Tartaric, C.P., Pulv., lb.	90
" Titanic, one-eighth oz. for	25
" Trichlorlactic, oz.	2 00
" Trichloracetic, oz.	35
" Tungslic, oz.	65
" Uric, oz.	60
" Valerianic, oz.	25
Acoin, 1 gramme, each	50
Aconitine, Pure Amorph., grain	40
Adeps Lanae, Hydrous, lb.	30
Adurol, 25 gramme packets, each	75
Agathin, oz.	3 00
Airol, oz.	1 00
Albumen, from egg, oz.	15
Albumen, from blood, oz.	10
Alcohol, gal.	4 90
" Absolute, pint	1 35
" Allylic, oz.	80
" Amyllic, C.P., lb.	1 45
" Benzylic Iso., oz.	80
" Butylic, Iso., lb.	1 15
" Columbian, Spt., gal.	2 65
" Ethylic Deodor, lb.	1 25
" Methylic C.P., lb.	95
" Methylated, gal.,	1 10
" Wood, gal.	90
Aldehyde, oz.	20
Alkannin, oz.	60
Almonds, Bitter, lb.	60
Almond Meal, lb.	50
Aloin, oz.	20
Aloin, oz., pure	30
Alum, lb.	3
" Ammoniated, lb.	25
" Chrome, pure, lb.	25
" Chrome, Com'l, lb.	35
" Potash, lb.	30
" Pulv., lb.	4
Aluminium, coarse powder, oz.	25
" Acetate, oz.	15
" Acetotartrate, oz.	20
" Bromide, oz.	40
" Chloride, pure, oz.	20
" Hydrate, pure, oz.	30
" Metal, oz.	15
" Nitrate, pure, oz.	15
" Oxide, pure, oz.	50
" Salicylate, oz.	50
" Sulphate, pure, oz.	10
" Tartrate, oz.	20
Alumnol, 25 grammes, each	40
Alypin, 16 gr. bottle, ea.	25
Amalgam, cu Soda, 10 per ct., lb.	3 35
Ambergris, gr.	12
Amidol, oz.	70
Ammonal, oz.	1 50
Ammonia, acetate, oz.	15
" Arseniate, oz.	30
" Benzoate, oz.	15
" Bichromate	12
" Borate, oz.	20
" Bicarbonate, oz.	15
Ammonia, Bromide, lb.	73
" Bisulphite, oz.	25
" Carbonate, lb.	14
" " C.P., Howard's, lb.	60
" " C.P., Merck's, lb.	50
" Carbonate, Powd., lb.	20
" Fluoride, oz.	25
" Glycerophosphate, oz.	50
" Hydrosulphide, lb.	30
" Hydrosulphite, oz.	25
" Hypophosphite, oz.	30
Ammonia, Iodide, oz.	$ 0 38
" Liquor fort, lb.	12
" Molybdate, oz.	25
" Muriate, Lump, lb.	14
" " Gran., lb.	12
" " C.P., lb.	20
" Nitrate, Com'l, lb.	40
" Nitrate, C.P., oz.	10
" Nitrite, oz.	20
" Oxalate, oz.	10
" Persulphate, oz.	15
" Phosphate, pure, oz.	10
" Phosphate, extra pure, oz.	10
" Picrate, oz.	25
" Salicylate, oz.	25
" Sesquichlor Solution, oz.	20
" " Soluble, oz.	65
" " Sublimed	1 00
" " Succinate, oz.	40
" " Sulphate, Com'l, lb.	8
" " Pure, oz.	10
" Succinate, oz.	1 80
" Sulphate, oz.	10
" Sulphide (solution), lb.	55
" Sulphide, Pure Cryst., oz.	65
" Sulphite, oz.	15
" Sulphocarbolate, oz.	25
" Sulphocyanide, oz.	10
" Sulphurated, oz.	1 25
" Tartrate, neutral, oz.	30
" Thio-cyonate, pure, oz.	10
" Valerianate, oz.	30
" Vandate, oz.	1 50
Amyl, Acetate Oxide, oz.	10
" Butyrate, oz.	25
" Formate, oz.	25
" Nitrate, oz.	25
" Nitrite, oz.	25
" Valerianic, oz.	20
Amylene, Hydrate, oz.	80
Anaesthesin, 25 grm. pkgs., each	1 50
Analgen, 25 grammes for	2 00
Anemonine, for 1 grain tube	40
Anethol, oz.	80
Aniline, pure, oz.	15
" Chloride, oz.	20
" Sulphate, oz.	20
Anisol, oz.	1 25
Anthracene, purified, oz.	30
Anthrarobin, oz.	70
Antifebrine, lb.	50
Antikamnia, oz.	1 40
" Vest pocket box, doz.	2 00
Antimony, metal, oz.	10
" Pulv., pure, lb.	28
" Pulv., com., lb.	15
" Arsenate, oz.	40
" Chloride, oz.	25
" Liver (crocus), lb.	25
" Oxysulph (Sulph. Precid.) lb.	55
" Oxide White (Acid Antimonic oz.	20
" Sulphate, oz.	25
" Sulphide Black, lb.	50
" " (Golden), oz.	12
" Tart. Pulv. (Tartar Emetic) lb	40
Antinosin, oz.	2 25
Antipyrine, Knorrs, oz.	45
" Silicate, 25 grammes for	50
" Swass, oz.	25
Antispasmine, 15 grm. bots each	80
Antitoxine, Neuralgic, oz.	1 25
Antithyreodine, bots. 10 c.c. each	2 20

Apiol, Green, oz. 50
Apocodeine, Hydrochlor, 1 gr. bots. each 25
Apolysine, oz. 90
Apomorphia, Muriate, ⅛ oz. 1 20
Arbutin, Crystals, oz. 1 50
Areca, Nuts, lb. 25
" Nuts, Pulv., lb. 35
Arecoline, Hydrobrom. 15 gr. bot. ea. 1 25
Argentamine, oz. 85
Argentum Crude (Collargolum) oz.. 3 50
Argonine, oz. 90
Argyrol, oz. 2 10
Aristochin (Bayers) 3 25
Aristol (Bayers), oz. 2 10
Arrowroot, Bermuda, lb. 08
" Corn., lb. 20
Arsenic, Metal, oz. 15
" Bromide, oz. 30
" Chloride, oz. 40
" Iodide, oz. 60
" Suphide, Red (Realgar), oz... 12
Asaprol, oz. 2 00
Aseptol, oz. 25
Ashes, Pearl, lb. 12
" Pot, lb. 15
Asparagin, ¼ oz. each 20
Asphaltum, lb. 13
Aspirin, oz. 50
Atropia, Pure, oz. 7 50
" Sulphate, ⅛th, each 1 00
" Valerianate, ⅛, each 1 60
" Methylbromide, 15 gr. tube, ea. 1 00
Atoxyl, oz. 3 75

Balsam, Canada, lb. 70
" Copaiba, Eng., lb. 80
" Copaiba, Amer., lb. 60
" Peru, oz. 25
" Sulphur, lb. 30
" Tolu, oz. 5
Bark, Ash Prickly, lb. 85
" Angustura, lb. 75
" Bayberry, lb. 25
" Canella, lb. 25
" Cascara, lb. 20
" Cascarilla, lb. 30
" Cherry Black, lb. 15
" Coto, lb. 1 40
" Cotton Root, lb. 20
" Condurango, lb. 65
" Elm, lb. 25
" Hemlock, lb. 10
" Mezereon, lb. 40
" Peruvian, Red, lb. 40
" Peruvian, Yellow, lb. 20
" Pomegranate, lb. 45
" Poplar, lb. 13
" Sassafras, lb. 20
" Soap, lb. 14
" Tamarac, lb. 15
" Wahoo, lb. 35
" Witch Hazel 15
" White Pine, lb. 12
Barium, Acetate, oz. 10
" Bromide, oz. 20
" Carbonate, Pure, lb. 50
" Carbonate, C.P., lb. 75
" Chlorate, oz. 20
" Chloride, Com'l, lb. 20
" Chloride, Pure, lb. 40
" Hydrate, oz. 18
" Hypophos, oz. 30
" Metal, 2 oz. tubes each 50
" Nitrate, oz. 30
" Oxide Hydrate, Com'l, oz. 15
" Oxide Hydrate, Pure Cryst. oz. 25
" Peroxide Anhydrous, Pure, oz. 5
" Peroxide, Com'l, lb. 50
" Phosphate, oz. 25
" Sulph Precip., oz. 5
" Sulphide, Pure, oz. 6
Beans, Calabar, oz. 5
" Locust, ground, lb. 6
" Tonquin Angustura, lb. 1 75
" " Para, lb. 6
" " Surinam, lb. 1 10
" Vanilla, Mexican, oz. 50
" " Bourbon, oz. 40
Berberine, Muriate, oz. 1 60
" Sulph, oz. 1 75
Benzanilide, oz. 1 25
Benzole, lb. 50
Benzoinal, lb. 1 25
Benzosol, oz. 1 00
Benzyl, Chloride, com., oz. 35
" Chloride, pure, oz. 60
Benzylamide, oz. 6 00
Berries, Buckthorn, lb. 60
" Coculus Indicus, lb. 15
" Cubebs, lb. 75
" French, lb. 20
" Juniper, lb. 15
" Laurel, lb. 15
" Prickly, Ash, lb. 50
" Poke, lb. 20
" Saw Palmetto, lb. 30
Bethol, oz. 65
Bismal, oz. 75
Bismuth, Acetate, oz. 40
" Ammon Cit., oz. 30
" Benzoate, oz. 40
" Betanapthol, oz. 60
" Bromide, oz. 55
" Carb, lb. 3 25
" Citrate, oz. 25
" Lactate, oz. 50
" Liquor, lb. 45
" Metal, oz. 20
" Nitrate, Crystals, oz. 25
" Oxalate, oz. 50
" Oxide, oz. 45
" Oxychloride, oz. 40
" Oxyiodide, oz. 50
" Oxynitrate, oz. 35
" Phosphate, oz. 60
" Salicylate, oz. 25
" Subgallate, oz. 20
" Subiodide, oz. 40
" Subnitrate, lb. 3 00
" Subtannate, oz. 80
" Tannate, oz. 50
" Tribrompbenol (Xeroform) 90
" Trichloride-Crystal, oz. 90
" Valerianate, oz. 40
Bole, Armenia, lb. 7
Borax, C.P., Cryst. lb. 35
" C.P., Pulv., lb. 40
" Cryst., lb. 6
" Pulv., lb. 6
" Glass, lb. 30
Boric, Hydroxide, oz. 20
Boroglycerine, oz. 20
Bromaline, oz. 1 25
Bromine, oz. 10
" C.P., oz. 25
" Chloride, oz. 50
Bromipin, oz. 25
" Tablets, box of 25 tablets 65
Bromofenin, oz. 20
Bromural, oz. 2 00
Broomtops, lb. 30
Brucine, oz. 1 20
" Hydrobromate, oz. 1 75
" Hydrochlorate, oz. 1 75
" Nitrate, oz. 1 75
" Sulphate, oz. 1 75
Buckthorn Juice, lb. 40
Cadmium, oz. 40
" Bromide, oz. 20
" Chloride, oz. 25
" Iodide, oz. 55
" Nitrate, oz. 35
" Oxide, oz. 56
" Phosphate, oz. 60
" Sulphate, oz. 20
" Sulphide, oz. 35
Caffeine, oz. 35
" Arseniate, ½ oz. each 20
" Benzoate, ½ oz. each 10
" Citrate, oz. 30
" Hydrobromate, oz. 50
" Hydrochlorate, oz. 40
" Nitrate, oz. 1 25
" Salicylate, oz. 40
" Sulphate, ½ oz. 75
" And Soda Benzoate, oz. 60
" And Soda Citrate 1 00
" And Soda Hydrobromate, oz.. 1 00
" Valerianate, oz. 1 00
Calamine, prepared, lb. 10
Calcium Metal, oz. 50
Calcium Acetate, oz. 20
" Arseniate, oz. 25
" Benzoate, oz. 25
" Bromide, ... 20
" Carbide, lb. 15
" Carbonate, Pure 50
" Precip., lb. 10
" Prepared, lb. 8
" Chlorate, oz. 30
" Chloride, Com'l, lb. 50
" Chloride, Pure, lb. 45
" Fluoride, lb. 1 00
" Glycerophosphate, oz. 20
" Hippurate, ¼ oz. each 20
" Hydrate, Pure Crystal, oz. 15
" Hypochlorite, oz. 10
" Hypophos, oz. 12
" Hyposulphite, oz. 20
" Iodate, oz. 80
" Iodide, oz. 50
" Lactate, oz. 10
" Lactophosphate, oz. 20
" Nitrate, oz. 15
" Oxalate, Pure, oz. 15
" Permanganate, oz. 1 00
" Carbonate Peroxide, oz. 30
" Phos. Precip., oz. 50
" Phosphate, C.P., oz. 20
" Phosphide, oz. 20
" Saccharate, oz. 25
" Salicylate, oz. 25
" Silicate, oz. 20
" Sulphate, Precip., oz. 10
" Sulphide, oz. 10
" Sulphite, oz. 10
" Sulphocarb., oz. 20
" Tungstate, oz. 30
Camphor, in cubes lb. 75
" 4 blocks, lb. 70
" " blocks, lb. 85
" " " blocks, lb. 85
" Powdered, lb. 85
" Monobromide, oz. 15
Candol, lb. 1 50
Cannabine Tannate, 15 gr. tubes, ea 20
Cantharides, whole, Chinese lb. 50
" Powder, Chinese lb. 60
" Wheat, Russian, lb. 1 00
" Powder, Russian, lb. 1 25
Cantharidin, 5 gr. tube, ea. 75
Carbon, Bisulph, lb. 15
" Tetrachloride, oz. 05
Caroid, powd., oz. 1 75
Caseine, oz. 55
Castoreum, oz. 80
Celloidin, 40 grammes, ea. 2 00
Cerium, nitrate, oz. 25
" Oxalate, oz. 08
" Sulphate, oz. 50
Chalk, French lump, lb. 20
" French, Powd., lb. 5
Chiretta, lb. 40
Chloralamid, oz. 30
Chloral, Ammonia, oz. 1 50
" Hydrate, oz. 30
" Hydrate, lb. 55
" Hydrocyanate, lb. 1 60
Chloralose, oz. 2 75
Chloroform, D. & F. blue label, lb. 1 00
" D. & F., pure, lb. 2 00
" Purified, lb. 1 65
" German, lb. 55
" Purified, oz. 1 25
" Smelling, lb. 90
Chlorophyl, for spirits, oz 30
" for oils, oz. 30
" for water, oz. 75
Chromium, Acetate, oz. 25
" Carbonate, oz. 50
" Chloride, oz. 1 20
" Chloride Solution, oz. 1 20
" Metal, oz., fused 75
" Nitrate, oz. 10
" Oxide, oz. 50
" Potassium, oz. 10
" Sulphate, oz. 10
Chinaphenin, oz. 1 25
Chinin, Alkaloid, oz. 44
" Muriate, oz. 37
" Pure Crystal, oz. 60
" Sulphate, oz. 30

Cichonine, Salicylate, oz. 50
Cinchonidia, Sulph., oz. 50
Cinchonidine, pure Cryst., oz 1 00
" Hydrochlor, oz. 55
" Iodide, oz. 80
" Tannate, oz. 80
Cinarin, oz. 1 25
Citrophen, 25 gr. pkt., each 90
Cobalt, lb. 25
" Chloride, oz. 25
" Carbonate, oz. 40
Cobalt, Metallic Powder, oz. 60
" Nitrate, oz. 30
" Oxide, oz. 40
" Oxide, pure, oz. 75
" Sulphate, oz. 15
Cocaine, Alkaloid, ½ oz., each 65
" Carbolate, 15 gr. bot., each 1 60
" Muriate, ½ oz. 65
" Nitrate, ⅝ oz., ea. 60
" Oleate, 5 per cent., oz. 75
" Salicylate, 5 gr. tubes, ea. 40
" Solution, 4 per cent., oz. 1 00
Cochineal, lb. 50
" Pulv., lb. 55
Cocoa Butter, lb. 50
Codeia, Cryst., oz. 4 25
" Citrate, ¼ oz. ea. 1 75
" Hydrochlor, ¼ oz. ea. 55
" Phosphate, ½ oz. ea. 55
" Sulphate, ½ oz. each 55
Colchicin, C.P., cryst. 15 gr. bot. ea 1 40
Colocynth, Apple, lb. 65
" Pulv. lb. 70
Collodion, lb. 65
" Canthar, oz. 20
" Flexible, oz. 5
" Styptic, oz. 10
Coloring, Brandy, lb. 15
" Cochineal, lb. 25
Confect. Aromat., lb. 60
" Opium, lb. 75
" Roses, lb. 60
" Senna, lb. 35
" Sulphur, lb. 40
Coniine, Alkaloid, oz. 8 00
" Hydrobromate, 15 gr. bot., ea. 50
Convallamarine, 15 gr. bot., ea. 75
Convallarin, 15 grain bot., ea. 75
Copper, Acetate, pure, oz. 12
" Arseniate, oz. 20
" Arsenite, oz. 25
" Aluminated, oz. 15
" Ammoniated, oz. 10
" Ammonia Sulph., lb. 75
" Ashes, lb. 35
" Bromide, oz. 40
" Carbonate, oz. 10
" Chloride, Bl., oz. 10
" Citrate, oz. 25
" Cyanide, oz. 15
" Filings, oz. 12
" Foil, oz. 15
" Gauze, oz. 20
" Iodide, oz. 75
" Metal, oz. 25
" Nitrate, oz. 10
" Oxalate, oz. 15
" Oxide, black, oz. 25
" Oxide, red, oz. 25
" Oxyacetate, oz. 10
" Potass Chloride, oz. 10
" Sheet, lb. 1 25
" Silicate Fluoride, oz. 25
" Sulphide, oz. 20
" Sulphate, Com'l, lb. 9
" Sulphate, Pure, lb. 35
" Tartrate, oz. 15
" Trimmings, lb. 75
" Wire, pure, oz. 10
Coraline 1 50
Cotoine, True, 5 gr. bots., ea. 80
Cochineal, Pure 90
Cornutine, Citrate, 5 gr. bots., ea. .. 5 00
Creosote, R.W., lb. 1 10
" C.P., White, lb. 80
" Carb., oz. 25
" Valerianate 40
Creosol, L. Para, oz. 1 75
Crocus, Martis, lb. 90
Croton, Chloral, oz. 40
Cubebine, oz. 5 00
Cumarin, oz. 40
Cuttle Fish Bone, oz. 30
" Powd., lb. 40
Cystogen, powd., oz. 1 00
" Toblets, oz. 1 10
Curare, with active principle, 1 gr. bot., ea. 2 50
Daturnine, Pure, 5 gr. bot., ea. 80
" Hydrochlor., 5 gr. bot., ea. 80
" Sulphate, 5 gr. bot. ea. 80
Decoct. Aloes Co., lb. 40
" Sarsa., lb. 40
Delphinine, 15 grain bot., ea. 1 25
Diabetin, 100 grammes for 2 00
Diacetyl, Morphine, oz. 4 50
Diaphtherine, oz. 75
Diapente, lb. 25
Diastase, oz. 1 00
" Malt. oz. 90
Diastine, oz. 2 00
Digitalin, Amorph., grain 4
" German, pure, ½ oz. bot. for.. 80
" Digitine, pure, 5 gr. tube, ea.. 40
Digitoxin, Cryst., 1 gr. tubes, ea 95
" Tablets, in 50's, ea. 35
Dimethy lamido Azo- Benzo, pure, oz. 1 25
Dionin, 15 gr. tube, ea. 45
Diphenylamine C.P. White, oz. 25
Di Thymol Di Iodide, oz. 50
Diuretin, Knoll, oz. 95
" Merck's (Theobromine and Soda Salicyl), oz. 1 10
Dormiol, Solution, 100 grm. bot., ea 1 25
Duboisine, Sulph., 2 gr. ea. 60
Dulcin, oz. 25
Edinol, powd., oz. 75
Eigon, Alpha, 20 gramme bot., ea.. 1 00
" Alpha and Sodium " 1 00
" Beta " 1 00
Eikonogen, oz. 40
Elaterium, ½ oz. bot., ea. 50
Elaterin, Cryst., 15 gr. bot., ea. 1 20
Emetine, Alkaloid, 5 grn. bot. ea.. 75
" Resinoid, ¼ oz. ea. 75
Empyroform, 23 grammes, ea. 75
Enicarin, Veterinary, oz. 1 00
" Pure, oz. 1 10
Ergot, lb. 1 40
" Pulv., lb. 1 50
Ergotine, Bonjean, oz. 65
Erythrol Tetranitrate Tablets, bots. of 50, ea. 2 00
Erythrosin, oz. 60
Erythrophleine, Hydrochlor, grn. .. 35
Eserine, C.P., 5 gr. tube, each 75
" C.P., 2 grain tube, ea. 45
" C.P., 3 grain tube, ea. 55
" Citrate, tube, ea. 75
" Hydrobromate, tube, ea. 75
" Hydrochlorate, tube, ea. 75
" Nitrate, tube, ea. 55
" Pilocarpine, 3 gr. tubes, ea.. 75
" Salicylate, 5 gr. tubes, ea. 55
" Sulphate, 5 gr. tubes, ea. 75
" Tartrate, 5 grain tubes, ea.. 75
Ether, Sulph, German, lb. 40
" Sulph., Sanitas 100 grammes for, each 40
" Valerianic, oz. 30
Ethylene, Bromide, oz. 60
" Chloride, oz. 50
Ethylidine Chloride, oz. 1 20
Ethyl Bromide, oz. 90
" Butyrate, oz. 90
" Formate, oz. 90
" Iodide, oz. 1 00
Eucaine A, 5 grammes tube, ea. 75
" B, 5 grammes tube, ea. 75
Eucalyptol, oz. 15
Eudoxine, oz. 2 25
Eugenol, oz. 40
Eumol, oz. 40
Eupeptin, 1 grain tubes, ea. 10
Euporphin, oz. 90
Euphorin, oz. 1 00
Euphorin, 10 grain tubes, ea. 1 25
Eumol, ½ oz. and ¼ oz. 1 25
Eucobin, 25 gram. pkt., ea. 1 00
Europhen, oz. 2 15
Exalgine, oz. 1 25
Exidin Tablets, ½ gramme each. (boxes of 10 tablets), box 50
Ferratin, oz. 1 25
Ferropyrine, 25 gram. pkt., ea. 1 35
Fibrolysin, tube, each 20
Flowers, Arnica, lb. 20
" Chamomile, German, lb. 45
" " Roman, lb. 30
" Calendula, lb. 80
" Elder, lb. 30
" Lavender, lb. 25
" Rose, oz. 10
Formaldehyde, lb. 22
Formaline, Scherings, lb. 65
" Pastilles, box of 20, ea. 30
" Lamps, Scherings, ea. 1 75
" Dusting powder in ½, lb. 80
Formin, Merck's, oz. 15
Formol, lb. 55
Fluor Spar, powd., lb. 12
Fluorescein, oz. 1 00
Fuller's Earth, lb. 8
" Powd. 6
Galuol, oz. 40
Galena, oz. 5
Gallanol, oz. 1 25
Gallicin, oz. 1 25
Gallogromol, oz. 1 25
Galls, lb. 25
Garlic, lb. 25
Gelanthum, ½ kilos, ea. 85
Gelatine, for Hypodermic use, 100 grammes, ea. 1 00
" Cooper's, lb. 75
" Cox's, per doz. 1 35
" French, Bronze label, lb. 35
" French, Gold, label, lb. 55
" French, Red label, lb. 75
" French, Silver label, lb. 40
Gentian Violet, oz. 45
Gelsemine, oz. 2 50
Gelsemine, C.P., ¼ gr. bot., ea. 70
" Hydrobromate, 5 gr. bot. ea. 70
" Hydrochlorate, 5 gr. bot. ea. 70
" Sulphate, 5 gr. bot. ea. 70
Gingerine, oz., ... 75
Glass Wool, oz. 50
Glucose, lb. 6
" Pure, oz. 20
Glutol, oz. 1 00
Glycerine, lb. 35
" Merck's, lb 65
" Price's, lb. 65
Glycin, oz. 75
Glycocoll, oz. 4 00
Glycoline, lb. 32
Glycosal, oz. 90
Glycozone, ¼ bottles, each 1 00
Glycyrrhizin, Ammon., oz. 30
Gold Bromide Mono, 5 gr. bot., ea.. 75
" Bromide Tri, 5 grain bot., ea.. 65
" Chloride and Sodium, 15 grain bots., doz. 3 75
" Chloride and Sodium, solu.,oz 3 15
" Chloride and 15 gr bots., dz. 8 00
" Cyanide Mono, 5 gr. bot. ea. 75
" Cyanide Tri, 5 gr. bot. ea.... 80
" Oxide, 5 gr bot. ea 65
Grains Paradise, lb. 30
Gralinine, oz. 1 70
Guaiacol, oz. 20
" Benzoate, oz. 60
" Carbonate, oz. 40
" Salicylate, oz. 1 60
" Valerianate, oz. 60
Guaiacum Raspid, lb. 15
Guanidine, oz. 1 65
Guanajuin 25 grammes, each 3 00
Guarana, Pulv., oz. 35
Guethol, oz. 1 40
Gum Aloes, Barb., lb. 20
" Aloes, Barb., Pulv., lb. 30
" " Cape, lb. 20
" " Pulv., lb. 30
" " Socot, lb. 40
" " Socot, Pulv., lb. 50
" Ammoniac, lb. 60
" Arabic Select, lb 45

n Arabic, 2nd, Sel., lb. 35
" Sorts, lb. 22
" Pulv., Opt., lb. 50
" Pulv., Sorts, lb. 25
Assafoetida, lb. 1 00
Assafoetida, Pulv., lb. 1 10
Benzoin, lb. 50
" Opt., lb. 2 00
Catechu Com'l (Japonica), lb. 12
" Cubes, lb. 25
" Pulv., lb. 30
Copal, lb. 90
Damar, lb. 60
Elemi, lb. 65
Euphorbium, lb. 40
" Pulv., lb. 50
Galbanum, oz. 10
Gamboge, lb. 1 30
" Pulv., lb. 1 40
Guaiacum, Ordinary, lb. 45
" Pulv., lb. 50
" Opt., lb. 1 00
Kino, lb. 70
Kino, Pulv., lb. 80
Mastic, lb. 80
Myrrh, lb. 50
Myrrh, Pulv., lb. 60
Olibanum, lb. 60
Sagapenum, lb. 1 00
Sandrac, lb. 40
Sang Draconis, lb. 90
Sang, Pulv., lb. 1 10
Scammony, oz. 40
" Pulv., oz. 45
Seedlac, oz. 5
Shellac, Orange, lb. 30
" Bleached, lb. 30
" Powd., lb. 40
Storax, lb. 45
Spruce, lb. 1 20
Substitute Yellow Dextrine, lb 10
" White, lb. 12
Tamarac, lb. 28
Thus. (Turpentine), lb. 8
Tragacanth, extra select, lb... 1 10
" Pulv., lb. 1 15
" 2nd Select, lb. 95
" 2nd Select, Pulv., lb. .. 1 00
" Sorts, lb. 30
Gun Cotton, oz. 30
Haematoxylin, oz. 2 00
Haemogallol, oz. 65
Haemoglobin, oz. 1 00
Haemol, oz. 80
" Arseno, oz. 80
" Bromo, oz. 80
" Cupro, oz. 80
" Iodized, oz. 1 10
" Zinc, oz. 80
Hartshorn Shavings, lb. 40
Hedonal, oz. 1 50
Helenin, 15 grain bot., ea. 50
Heliotropin, oz. 60
Helmitol, oz. 1 00
Hematein, 15 grs., ea. 20
Hematin, 15 grs. ea. 1 50
Heroin, 16 grain tubes, each 35
" Hydrochlor, 16 gr. tubes, ea.. 35
Holocaine, 1 grammne bots., ea. 30
" Hydrochlor, 1 grammne bots. ea 36
Homatropine Pure, 5 gr. tube, ea.. 1 65
" Hydrobromate, 1 gr. tube, ea 35
" Salicylate, 1 gr. tube, ea 30
" Sulphate, 1 gr. tube, ea 30
Honey, lb. 10
Hons in packages, lb. 90
Hydrastis, Wht. Alkaloid, 15 gr tu. ea 75
Hydrastin, Hydroch. 15 gr. bots.,ea
" Sulphate, 15 gr. bots. ea 85
Hydrastinine, 15 gr. bots., ea..... 2 00
" Hydrochlor, ea, 15 gr. tubes.. 2 25
Hydric, Acetate, oz. 25
Hydrocinnone, oz. 5
Hydrocholerine Hydrochl. ½ oz. ea 1 25
Hyoscine Hydrobrom 1 gr tube, ea 25
" Hydrochlor, 1 gr. tubes, ea 25
" Hydriodate, 1 gr. tubes, ea 25
" Pure Amorphous, 1 gr. tu., ea 25
" Sulphate, 1 gr. tubes, each 25
Hyoscyamine Pure, Cryst, 1 grain tube, each 45
" True, from Hyoscyamine, Pure
Hyoscyamine, Cryst, 5 gr. tu., ea..$ 1 25
" Hydrobromate, 5 gr. tu., ea..... 35
" Hydroiodate, 5 gr. tu., ea..... 35
" Hydroclor, 5 gr. tu., ea..... 35
" Sulph. Amorphous, grains 50
Hypnone, oz. 1 50
Iatrol, oz. 60
Ichthalbin, oz. 1 25
Ichthargan, 10 gram. pckts, each.... 1 40
Ichthyform, oz. 50
Ichthyol, oz. 60
" Sodium, oz. 20
Ichtyol (substitute) oz. 1 25
Ingluvin, oz. 45
Insect Powder, lb. 45
Incense, lb. 30
Iodine, Bromide, oz. 50
" Chloride Tri., oz. 30
" Commercial, oz. 35
" Resublimed, oz. 80
Iodochloride, oz. 35
Iodoform, Cryst. or powder, oz. .. 75
" Bitumenized, oz. 60
" Deodorized, oz. 1 10
Iodomuth, oz. 60
Iodoformogen, 25 grammes, each . 1 20
Iodol, oz. 1 10
Iodopin, 100 gramme pckt., ea... 2 00
Iodophenin, oz. 5 00
Iodothyrine, oz. 50
Iodopyrine, 10 gramme bottles, ea 5
Ionone, grain 90
Iridin, ¼ oz. each 20
Iron Acetate, oz. 20
" Albuminate Scale, oz. 30
" " Powd., oz. 25
" " Saccharated, oz 30
" " Solution, lb. 10
" " Alum, oz. 5
" Ammonia Sulph., oz. 10
" Ammoniated, lb. 15
" Ammon Mur., lb. 50
" Arsenate, oz. 15
" Arseniate, oz. 15
" Arsenite, oz. 90
" Benzoate, oz. 20
" Bromide, o. 15
" Hydrogen, oz. 10
" Cacodylate, oz. 55
" Carb. Precip. lb. 15
" " Saccb. lb. 20
" Chloride, (Ferric), oz. 10
" " (Ferrous), oz. 10
" Chromate (Ferric), oz. 10
" Citrate, oz. 10
" " Amonia, lb. 15
" Citrate and Quinine 1 oz. 90
" " " " 10 per cent., oz. 90
" " " BP oz. 95
" " " and Strych. oz. 27
" " " and Strychnine, oz. 40
" Dialysed, lb. 90
" Ferrocyanide, Pure, oz. 18
" " Soluble, oz. 20
" Filings, Iron, lb. 35
" Glycerinophosphate oz. 90
" Hypnodes, oz. 40
" Iodide, oz. 3
" " Saccharated, oz. 10
" Lactate oz. 1 00
" Lactenol, oz. 20
" Lactophosphate, oz. 1 00
" Malleate, oz. 20
" and Manganese Citrate, oz.. 20
" " Ferrous, oz. 20
" " Pentonized oz. 20
" " " Solution, lb. 10
" Nitrate Crystals, oz. 15
" Oxalate, oz. 95
" " Ferric Scales, oz. 15
" " and Ammonia 95
" " " Potassium, oz. .. 90
" " Ferrous oz. 95
" " Oxide Commercial, lb. 20
" " Black, oz. 95
" " Brown, Pure, lb. 50
" " Red, Saccharated, lb. .. 50
Iron Oxide, Brown, B.P., oz..... 20
" " Red, oz. 10
" Peptonized, oz. 25
" Perchloride, oz. 5
" Persulphate, oz. 10
" Phosphate Scale, oz. 10
" " lb. 75
" Pyrites, lb. 25
" Pyrophos, oz. 10
" Pyrophos and Ammon Cit., lb 80
" " Soluble Scales, oz. 10
" Rubigo, lb. 20
" Salicylate, oz. 20
" Sesquichloride, oz. 12
" Silicate, oz. 20
" Subsulphate, oz. 10
" Succinate, oz. 40
" Sulph., Exsic, lb. 12
" " Pure, lb. 10
" " Extra Pure, lb. 25
" Sulphocarb., oz. 20
" Sulphocyanide, oz. 30
" Sulphuret, lb. 16
" Tannate, oz. 25
" Tart and Potash, oz. 10
" Valerianate, oz. 20
" Wire, fine, lb. 50
" Sulphide Lumps, lb. 20
" " Sticks, lb. 25
Isinglass, American, Fish, oz. 12
" Brazil, oz. 15
" Russian, oz. 30
Itrol, oz. 1 75
Jalapin, oz. 75
Jalap Resin, oz. 4 00
Jalap Powd. oz. 1 50
Jethion oz. 70
Juice Pawpaw oz. 25
Kamala, oz. 30
Kaolin, lb. 10
Kairin, lb. 1 00
Kefir, fungi, oz. 1 25
Ketalin, Peptonized, oz. 5
Kesselguhr, Natural, lb. 10
Kola Nuts, lb. 40
Kousso, oz. 20
Koussein, oz. 6 00
Kresol Cyst C.P., oz. 50
" Para, oz. 1 00
" from Tar Oil 20
Kressamine, oz. 1 00
Kryofine, oz. 1 10
Lactophenin, oz. 1 25
Lactucarium oz. 75
Lactulose, Dialectic, 100 gm. tu. ea 80
" Syrupy, Microscopy, oz. 10
Lanoline lb. 95
Lanthum Nitricum, oz. 50
Lardi, Benzoated, lb. 3
Largin (25 gram. tubes), each 2 25
Lead, Acetate, C.P., Cryst., lb. 30
" "lb. 12
" " Powdered, lb. 15
" Arsenate, Com'l, lb. 25
" Benzoate, oz. 25
" Carbonate, Neutral, lb. 50
" Chloride, Pure, oz. 15
" Chromate, Fused, oz. 20
" Dioxide, oz. 10
" Foil, Assay, lb. 30
" Iodide, oz. 30
" Monoxide, lb. 50
" Nitrate, Pure, oz. 10
" " Com., lb. 12
" Oleate, oz. 25
" Oxide, Black, oz. 10
" " C.P., lb. 75
" " Red, pure, lb. 50
" Oxalate oz. 20
" Peroxide, oz. 10
" Powder, extra fine, lb 1 00
" Tannate, lb. 15
" Silicate, oz. 50
" Sulphate, C.P. oz. 10
" Sulphide, oz. 10
" [illegible] 25
" [illegible] 15
" [illegible] 25
" Tetroxide, oz. 20

Leaves, Aconite, lb. 15
" Buchu, lb. 35
" Belladonna, lb. 35
" Buchu, lb. 1 50
" Chestnut, lb. 20
" Coca, lb. 40
" Damiana, lb. 50
" Digitalis, lb. 50
" " Pulverized, lb. 60
" Eucalyptus, lb. 20
" Henbane, lb. 30
" Henbane, Pulverized, lb. 35
" Henne, lb. 80
" Jaborandi, lb. 30
" Matico, lb. 60
" Savin, lb. 15
" Senna, ordinary, lb. 16
" " Opt., lb. 30
" " Pulverized, lb. 25
" Stramonium, lb. 20
" " Pulverized, lb. 25
" Uva Ursi, lb. 20
Lenvulose, 100 grammes for 75
Lecithin (60 grn. tube), each..... 75
" Tablets (100 in bot.), bot ... 75
Leeches, doz. 1 00
Lenigallol, (25 gram. pckt.) each.. 1 65
Lenirobin (25 gram. pckt.), each.. 1 00
Lemon Peel, lb. 20
Leptandrin, oz. 50
Lime, Carbolate, lb 10
" Chloride, bulk, lb. 5
" " Chloride, 1 lb. 6
" " Chlorate, lb. 35
" " ½ lb. 12
" Free from Sulphur, oz. 5
Liniment, Aconite, lb. 90
" Belladonna, lb. 90
" Camph. Co., pt. 75
" Cantharides, oz. 12
" Chloroform, lz. 5
" Croton, oz. 10
" Iodine, oz. 12
" Opii, pint. 1 00
" Pot Iodide, oz. 10
" Saponis Co., lb. B.P. 80
" Sinapis Co., pt. 2 50
" Terebinth, pt. 60
" Terebinth, Acet., pt. 55
Liquor, Ammon. Acet., lb. 30
" " Citras. Fort., lb. 50
" Antim. Perchlor, lb. 17
" Arsenici Hydrochlor., lb. 20
" Arsenicalis, lb. 12
" Atropia Sulph., oz. 20
" Bismuth, lb. 45
" Camphor Co. for B.P. Tinc.,lb 1 30
" Carbo Detergens, lb. 50
" Donovani, lb. 25
" Ferri, Acetas Fort., lb. 65
" " Iodide, lb. 2 40
" " Perchlor, Fort., lb. 12
" " Pernit., lb. 20
" " Persulph, lb. 25
" " Phos., lb. 80
" Hydrarg Perchlor, lb. 30
" " Nit. Acid, lb. 1 00
" Plumbi, Acetas, lb. 12
" Potassae, lb. 15
" Pot Citras., lb. 40
" Santal Flav. Co., lb. 1 50
" Soda, Chlor., lb. 15
" Soda Ethylate, oz. 25
" Strychninae, lb. 40
" Zinci Chlor., lb. 60
" Acetate, oz. 55
" Benzoate, oz. 25
" Bromide, oz. 30
Liquorice, Paste, lb. 25
" Powd. Extract, lb. 40
" Solazzi, lb. 50
" Y & S. sticks, 6 to pound, lb. 30
" " Acme Pellets, 5 lb. tins. 2 00
Lithia, Benzoate, oz. 25
" Bromide, oz. 25
" Carbonate, oz. 20
" Chlorate, oz. 40
" Chloride, oz. 30
Lithia, Citrate, oz. 20
" Glycerinophos, oz. 90
" Iodide, oz. 30
Lithia Metal (15 gr. bots.) each....$ 1 05
" Nitrate, oz. 50
" Salicylate, oz. 25
Lithia, Tartrate, oz. 75
Litmus, Granular, lb. 60
" Cubes, lb. 40
Loretin (25 grammes) each..... 60
Losophen, (25 grammes) each 2 00
Lupulin, oz. 10
Lycopodium, lb. 1 60
Lycetol, oz. 3 25
Lysidine(25 grammes), each..... 2 00
Lysol, 1 kilo, each 1 20
" ½ " each 65
" ¼ " each 35
" 100 grammes, each 20
Magnesium, Acetate, oz..... 15
" Ammonia, Phosphate, oz. 20
" Borocitrate, oz. 10
" Borate, oz. 20
" Carb. ponderous lb. 20
" " (ponderous) lb. 30
" " (powdered) lb. 20
" " (Calcined), lb. 50
" " (ponderous), lb. 1 00
" Chloride, oz. 5
" Citrate, lb. 30
" Glycerophosphate, oz. 50
" Hypophosphite, oz. 30
" Iodide, oz. 35
" Nitrate, oz..... 15
" Oxide, oz. 12
" Phosphate, oz. 10
" Powdered, oz. 30
" Ribbon, oz. 60
" Salicylate, oz. 20
" Silicate, oz..... 15
" Sulphate, C.P., dried, lb..... 20
" " Commercial, lb. 3
" Sulphite, oz. 10
" Sulphocarb., oz. 25
" Wire, oz. 60
Malakin, oz. 1 50
Mallein (5 gramme tubes) each... 1 00
Maltose, oz. 1 00
Manaca, lb. 10
" Bengal 30
" Carbonate, oz. 10
" Chloride, oz. 10
" Citrate, oz. 40
" Hypophos., oz. 25
" Iodide, oz. 30
" Metal, oz. 40
" Oxide, pure heavy, oz. 15
" Oxide, pure light, lb. 50
" Black, granular, lb. 10
" Peptonized, oz..... 20
" Phosphate, oz. 15
" Phosphite, oz. 20
" Sulphate, oz. 12
" Sulphite, oz., ... 40
Manganese, Acetate, oz. 15
" Borate, oz. 10
" Dioxide, oz. 10
Mannit, oz..... 25
" Iodide, oz. 1 00
Menthol, oz. 1 25
Menthoxal, oz. 20
" Benzoate, oz. 30
Mercuro-iodo-hemol, oz. 1 25
Mercur-Thymol, Acetate, oz..... 75
Mercuric, Nitrate, pure, oz..... 20
" Oxide, oz. 25
Mercurious, Nitrate, oz. 25
" Sulphate, oz. 20
Mercurous, Oxide Black, oz..... 35
Mercury, lb. 1 00
" Ammoniated, oz. 15
" Benzoate, oz. 1 25
" Bichloride, lb. 1 00
" Bromide, oz. 14
" Carbonate, oz. 14
" Chloride, oz. 60
" With Chalk, oz. 5
Mercury
" Chloride and Soda (Calomel)lb 1 25
" Chl. Am. (White Precip.) oz... 10
" Cyanide, oz.... 20
" Formate, oz. 25
" Gallate, oz. 40
" Iodo Chloride, oz. 35
" Iod. Yellow, oz. 30
" Nitrate Cryst., oz. 15
" Nitric Oxide (Red Precip.) lb 1 35
" Oleate, 10 p.c., oz. 5
" " 20 p.c., oz. 10
" White Morphia, oz. 20
" B.P., 1898, oz. 10
" Oxide, Flav., oz. 10
" Oxychloride, oz. 10
" Oxycyanide, oz. 50
" Oxycyanuret, oz. 55
" Salicylate, oz..... 20
" Sulph. Flav. (Turpeth Min'l)oz 10
" " with Sulph. (Ethiops Min'l) oz..... 10
" Sulphate, bi., oz..... 15
" Sulphocyanide, oz..... 20
" Tannate, oz. 20
Mesotan, oz. 60
Methacetin, oz. 1 55
Methylal, oz..... 25
Methylene, Bichloride, oz..... 40
" Iodide, oz. 2 05
Metol, oz. 70
Microcosmic Salts, oz. 15
Migraenin, 25 grammes, ea..... 1 50
Milk Sugar, lb. 20
Mistura, Ferri Co., lb. 35
" Glycyrrhiza Co. (U.S.P.) lb... 50
Molybdenum, metal, pure, oz.... ... 1 20
" Oxide, pure, oz. 1 55
" Sulphide, oz. 1 50
Morphia, Alkaloid, oz. 4 10
" Acetate, oz. 3 40
" Bromide, oz. 4 15
" Hydrobromate, oz. 4 60
" Meconate, oz. 4 60
" Muriate, oz. 3 40
" Phosphate, oz. 7 90
" Sulphate, oz. 3 50
" Tartrate, oz. 4 15
" Valerianate, oz. 5 30
Mollin, ½ kilo tins, each..... 1 00
Monochlorophenal, oz..... 25
Moss, Iceland, lb. 20
" Irish, lb. 16
" " bleached, lb. 20
Mulberry Juice, oz. 10
Musk, Canton, oz. 1 50
" Pure grain, grain 10
Mydrin, 1 grain bots., grain 60
Myrtol, oz. 1 50
Naptha, Mineral, pt. 30
" Wood, pt. 85
Napthaline, E.P., Cryst., oz..... 12
" E.P., Pulv., oz. 15
" Balls, lb. 6
" Flake, lb. 7
Napthol, Alpha, Recryst. Medic'l,oz 25
" Beta, Recryst., Medicinal, oz. 10
" Beta, Benzoate, oz. 25
Nitrate, Pure, Cryst., lb. 1 50
" Hydrated, lb. 1 20
Nitrite, 25 grammes, each 40
Nutrolin, 25 grammes, each 55
Nux Vomica, lb. 15
" Bromide, oz..... 25
" Carbonate, oz. 15
" Chloride, oz. 10
" Iodide, oz. 85
" Nitrate, oz. 10
" Oxide, oz. 15
" Phosphate, oz. 15
" Salt, lb. 25
" Sulphate, oz. 10
" Valerianate, oz. 10
Nutt, Extract, lb. 20
Nosophen, oz. 1 75
Novaspirin, oz. 60
Nux Vomica, Powd., lb. 14
Nylanders, Reagent, lb. 1 00
Oil, Anise, oz. 40
" " powdered, lb. 50

Amygdal Amara, pure, oz..... 60
" Artificial, oz. 10
" Persic, oz. 45
" Dulc., lb..... 15
Angelica, oz. 1 00
Anisine, oz. 10
Anise, oz. 20
Apple, oz. 55
Banana, oz. 10
Bays Green, oz. 5
Bay Rum, oz. 30
Bergamot, oz. 30
Cade, oz. 5
Cajeput, oz. 12
Camphor, lb. 30
Capsicum, oz. 60
Caraway, oz. 25
Cassia, oz. 15
Castor, English 1st, lb..... 14
" 2nds, lb. 13
" Pharmaceutical, lb. 17
" Italian, lb. 25
" French, lb. 17½
Cedar, Pure, lb. 85
Cedar, No. 2, lb. 55
" Wood, lb. 50
Cedrat, oz. 60
Cedri Ligni for Microscopy, oz 50
Celery, oz. 1 00
Chaulmoogra, oz. 12
Chamomile, oz. 1 50
Cinnamon, True, oz. 1 00
Citronella, Coml., lb. 60
" Opt., lb. 75
Cloves, oz. 15
Cocoanut, lb. 20
Cod Liver, N.F., gal..... 2 25
" Norway, gal 2 50
Cognac, green, oz. 1 75
" White, oz. 5 50
Cologne, oz. 80
Copaiba, oz. 10
Coriander, oz. 1 10
Cotton Seed, gall. 80
Croton, oz. 12
Cubebs, oz. 15
" Oleo Resin, oz. 40
Cumin, oz..... 45
Dill, oz. 30
Erigeron, oz. 20
Eucalyptus, oz. 10
Fennel, oz. 20
Fusel, pt. 70
Geranii Rose, Opt., oz..... 2 00
" True, oz. 1 50
" " Turkish, oz. 50
Gin, oz. 1 00
Golden Rod, oz. 50
Goose, lb. 60
Hemlock, Pure, lb. 1 20
" No. 2, lb. 65
Jasmine, oz. 80
Juniper Berries, oz. 12
" Wood, lb. 60
Lavender, English, lb..... 70
" Exotic, oz. 12
" French, oz. 35
" Garden, oz. 5
Lemon, Opt., lb. 1 75
" Grass, oz. 12
Linseed, Boiled, gall. 68
" Raw, gall. 64
Mace, Essential, oz. 20
Mace, Expressed, oz. 12
Mullein, oz. 50
Malefern, oz. 25
Marjoram, oz. 75
Mustard, Artificial, oz. 35
" Essential, oz. 50
Myrbane, lb. 20
Neatsfoot, gall. 1 30
Neroli, oz. 4 25
Nutmegs, oz. 15
Olive, Green, gall. 1 75
" Yellow, gall. 1 50
Orange, oz. 20
" Bitter, oz. 30
" Sweet, oz. 20
Origanum, White, oz. 20
" Red, Pre, lb 75

Origanum, N. 2, lb. 50
" Palm, lb. 20
" Palma, Rose, oz. 40
" Pennyroyal, oz. 1 00
" Peppermint, Amer., oz..... 25
" " Oleo Resin, oz. 2 50
" Peppermint, Amer., oz..... 35
" " Redistilled, oz. 1 10
" " Redist., gall. 40
" Petit., gran., oz. 75
" Petroleum, gall. 1 50
" Phosphorated, oz. 10
" Pimento, oz. 30
" Pine needles, oz. 20
" Pinus, pumilion, oz. 35
" Pinus, Sylvestris, oz. 15
" Poppy, oz. 10
" Rangoon, Pure, lb. 25
" Rhodii, oz. 6
" Rose, No. 2, ⅛th, ea. 90
" Rose, Virgin, ⅛th, ea. 1 50
" Rosemary, Opt., oz. 10
" " Coml., lb. 65
" Rue, oz. 20
" Rum, oz. 20
" Salad, Pure, gall. 3 50
" " Palwin, gall 1 50
" Sandal opt., oz. 25
" Wood 20
" " Pear's, oz. 40
" " Allen's, oz. 35
" Sassafras, lb. 1 50
" " Artificial, lb. 60
" Savin, oz. 20
" Sesame, gall. 2 00
" Skunk, lb. 60
" Spearmint, oz. 25
" Sperm, gall. 1 50
" Spike, Coml., lb. 35
" " Fleur, oz. 1 50
" Spruce, lb. 1 25
" St. Johnswort, lb. 50
" Tansy, oz. 40
" Tar, lb. 10
" " Birch, lb. 10
" Wine, oz. 50
" Wintergreen, oz. 20
" " Artificial, oz. 5
" Wormseed, oz. 25
" Wormwood, oz. 70
" Ylang Ylang, oz. 6 50
Oakum, lb. 12
Oil Cake, ground, lb. 3
Ointments, Belladonna, lb. 50
" Blue, lb. 30
" Boracic Acid, lb. 50
" Calamine, lb. 40
" Canthar, lb. 75
" Carbolic, lb. 40
" Cetaceum, lb. 75
" Conium, lb. 80
" Elder Flower, lb. 1 00
" Gallae, lb. 35
" " Co., lb. 80
" Hyd. Ammon. Chlor., lb..... 60
" " Biniodide, lb. 75
" " Compd., lb. 1 25
" " Nitratis, lb. 50
" " Oxide Flav., lb. 90
" " Oxide, Rub., lb. 50
" Iodine, lb. 70
" " Compd, lb. 75
" Iodoform, lb. 1 00
" Picis, lb. 45
" Plumbi Acetas, lb. 45
" Potass. Iodide, lb. 1 20
" Resin, lb. 40
" Simple, lb. 40
" Sulphur, lb. 40
" Sulphur Compound, lb. 20
" Veratrine, lb. 2 00
" Zinci Oxide, lb. 40
Oleocreosote, oz. 1 50
Oleo-Resin, Capsicum, oz. 50
" Malefern, oz. 25
Opium, lb..... 7 25
" Pulv., oz..... 60
Orange Peel 13
" Ground 15

Orexin, Basic, oz. 3 00
" Tannate, oz., ... 2 50
Orthoform, oz. 1 40
Ortol, oz. 1 00
Ovarin Powder, oz. 3 60
Oxynol Squills, lb. 30
Oxysparteine Hydrochlorate, 15 gr. tube, ea. 65
Palladium, Chloride Cryst., 1 gram. bots., ea. 4 00
" Chloride, dry, 15 gr. bots., ea. 1 00
Pananalid, 4 oz. bot., each..... 1 00
Pancreatine, Pure Active, oz..... 35
Papaine, Finkler, oz. 2 50
" Mercks, oz. 65
Paracetphenetidine, oz. 10
Parachlorsalol, oz. 1 00
Paracotoin, 15 grain bot., ea..... 35
Paracresol, oz..... 30
Paraformaldehyde, oz. 25
Mercks, oz. 20
Paraldehyde, oz. 10
Paranephrin, 1/100 bots 10 c.c. ea.. 65
" and Cocaine, Hydroch, tubes of 1 gramme, each..... 35
Pelletierine, Sulphate, 15 gr. bot., each 1 75
" Tannate, 15 gr. bot., ea..... 50
Pellotine, Hydrochlor, 15 gr. bot.ea 6 25
Pental, 10 gramme bot., ea..... 75
Pepsine, Boudaults, oz. 1 40
" Scale, Pure Soluble, lb. 3 75
" " Pure, soluble, oz..... 15
Peptone, Meat Dry, oz. 30
Peptone, Meat, Liq., lb. 40
Perhydrol, 50 gramme bots., ea.... 1 10
Petrolatum, Yellow, lb. 12
" White, lb. 15
" Snowwhite, lb. 25
Phenacetine, oz. 35
Phenamid, Powd., oz..... 1 10
Phenocoll, Hydrochlorate, 5 gram., ea. 35
Phenalgine, Capsules, oz. 1 40
" Powd., oz. 1 40
" Tablets, oz. 1 40
Phenazone, oz. 25
Phenol, Bismuth, oz. 85
" Chloride, oz. 40
Phenophthalein, ⅛ oz., ea..... 10
Phenosalyl, oz. 25
Phenylene, diamine meta hydro.,oz 1 20
" Diamine para pure, oz..... 1 25
Phenylhydroxin, Hydrochlor, oz.. 55
Phloroglucin, ⅛ oz., ea..... 60
" Vanillin, ⅛ oz., ea..... 20
Phosphorus, lb. 95
" Pentachloride, oz..... 15
" Pentoxide, oz 60
" Red, oz. 10
" Trichloride, oz. 55
Picrotoxin, oz. 5 00
Pilocarpine, Alkaloid, 5 gr.bot., ea 25
" Hydrobromate 20
" Muriate 20
" Nitrate 20
" Salicylate 25
" Sulphate 20
" Tannate 1 25
" Valerianate 25
Pine Cone, in squares, lb. 6
Pinoform, ⅛ oz., ea. 50
" Tablets, 10 only, 16 grains ea. in tube, tube. 1 25
Piperine, ½ oz. each..... 25
Pitch, Black, lb. 5
" Burgundy, lb. 10
Platinic Chloride 30 grain bot. 1 50
Platinum, Bichloride, ⅛ oz. bot.,ea 3 00
" Chloride, Solution, oz. 2 00
" Sponge, dry grains 5
" and Barium Cyanide, 1 grain tablets, each 15
" Foil, grain 10
Platinum and Potash Chlor., oz...$25 00
" Wire, grain 10
Plumbago, lb. 10
Podophyllin, oz. 36
Poppy Heads, per 100..... 1 00

Potassium, pure, ¼ oz., ea..... 30
" Acetate, lb. 50
" Acetate, C.P., lb. 55
" Arsenate, oz. 15
" Arsenite, oz. 15
" Benzoate, oz. 20
" Bicarb., lb. 30
" " Pulv., lb. 16
" " C.P., Cryst., lb. 40
" Bichromate, lb. 12
" " C.P., lb. 45
" Bisulphate, lb. 50
" Bisulphite, lb. 75
" Bitart, Pulv., lb. 28
" Bitart., Pulv., C.P., lb. 75
" Borate, oz. 16
" Borotartrate, oz. 60
" Bromide, lb. 50
" " C.P. oz. 10
" Carbonate, lb. 12
" " C.P., lb. 40
" Caustic, Purif. by Alcohol, lb. 85
" " Pure, sticks, lb. 55
" " Strictly C.P., oz. 20
" Chlorate, lb. 14
" " Pulv., lb. 16
" " Pulv., C.P., lb. 50
" " C.P., lb., Crystal 45
" Chloride, lb. 30
" Chloroplatinate, 15 gr. bot. ea 1 15
" Chromate Yellow, C.P., oz.... 10
" Citrate, lb. 70
" " Eff. Bishop's 1 lb. bot., ea 1 50
" and Cobalt Nitrite, oz. 1 25
" Cyanide, Com'l, lb. 22
" " C.P., lb. 35
" Ferric, Cyanide, pure cryst. oz. 15
" Ferro " " 10
" Fluoride, Pure, oz. 20
" Glycerophosphate, oz. 25
" Hydrogen Sulphide, oz. 25
" Hypophos., oz. 10
" Hyposulphate, oz. 50
" Hyposulphide, oz. 25
" Iodate, oz. 65
" Iodide, lb. 3 00
" " C.P., oz. 30
" Lactate, oz. 50
" and Mercury Iodide, oz. 50
" Metabisulphate, oz. 10
" Metal, ¼ oz., ea. 35
" Metantimoniate, oz. 10
" Nitrate, lb. 8
" " C. P., lb. 20
" Nitrite, oz. 15
" Oxalate, Neutral, lb. 45
" Perchlorate, oz. 10
" Permanganate, lb. 20
" " Large Crystals, pure, oz. 10
" Picrate, oz. 30
" Phosphate, C.P., oz. 12
" Prussiate, Red, Cryst., lb.... 50
" " Red, Pulv., lb. 60
" " Yellow, Cryst., lb. 20
" " Yellow, Pulv., lb.... 25
" Perophosphate, oz. 15
" Salicylate, oz. 15
" Silicate, lb. 25
" " Pure, dry, oz. 40
" Silicofluoride, oz. 15
" And Soda Borotartrate, oz.... 20
" and Soda Tart., C.P., Cryst.ib 65
" Sulphate, Cryst., lb. 15
" " Pulv., lb. 20
" " for Fertilizing, lb. 6
" " C.P., Cryst., oz. 5
" " C.P., Powd., oz. 6
" Sulphite, lb. 60
" Sulphocarb, oz. 15
" Sulphocyanate, oz. 12
" Sulphide, lb. 60
" Sulphuret, lb. 25
" Tartrate, lb. 70
" Neutral, oz. 10
" Tellurate, 15 gr. tubes, ea. 75
Propylamine, oz. 25
" Chlor., oz. 2 00
Protargol, oz. 1 70
Protan Powder, oz. 50

Pulvis, Aloes Co., lb. 30
" Amygdal, lb. 60
" Antimon Co., lb. 60
" Aromatic or Cinnamon Co., lb 75
" Creta Aromat., lb. 50
" " Camph., lb. 20
" " Opii, lb. 75
" for Mistura Creta, lb. 35
" Ipecac Co., oz. 12
" Jalap Co., oz. 5
" Kino Co., oz. 10
" Licorice Co., lb. 20
" Opii Co., oz. 10
" Rhei Co., lb. 50
" Scammony Co., oz. 30
" Sulphur, lb. 20
" Tragacanth Co., lb. 45
" Thompson's Composition, lb. 25
Ptyalin, Active, oz. 1 25
Putty Powder, lb. 60
Pyoktannin, Blue, oz. 2 25
" Yellow, 10 grammes for..... 80
Pyramidon, oz. 2 25
Pyrene, oz. 1 65
Pyrocatechin, oz. 45
Pyrodin, oz. 25
Pyrodin, C.P., oz. 1 60
Pyrogallol, Bismuth, oz. 1 35
Pyrolignine, oz. 1 20
Pyrozone, 3 per cent., doz. 5 50
Quartz, Cryst., oz. 8
Quassia, Chips, lb. 10
Quassin, Cryst., C.P., 15 gr. bot.,ea 2 25
Quinalgen, oz. 1 60
Quinaphtol, oz. 3 00
Quinidine, Pure, Cryst., oz. 1 60
Quinodine, Pure, Cryst., oz. 30
Quinine, Acclosalicylate, oz. 90
" Acetate, oz. 65
" Alkaloid, oz. 85
" Arsenate, oz. 65
" Bisulphate, oz. 40
" Borate, oz. 75
" Bromate, oz. 75
" Bromide, oz. 40
" Cacodylate, oz. 2 00
" Citrate, oz. 45
" Dihydrochlorate, oz. 1 25
" Ferro Cyanide Hydro., oz 50
" Glycerophosphate, oz. 1 25
" Hydrobromate, oz. 50
" Hydrochlorate, oz. 60
" Hydrochloride, oz. 55
" Hydriodate, oz. 50
" Hypophosphite, oz. 70
" Iodide, oz. 57
" and Iron Valerianate, oz..... 1 00
" Lactate, oz. 50
" Phosphate, oz. 40
" Salicylate, oz. 40
" Sulphate, German, oz. 30
" " Howards, oz. 32
" Tannate, oz. 30
" and Urea Hydrochlorate, oz 60
" Valerianate, oz. 50
Quinoline, oz. 75
Resorcin, oz. 20
" Recrystal, oz. 15
" Resublimed, oz. 40
Rhigoline, lb. 75
Rice Flour, lb. 9
Rodinal, 3 oz. bottle for..... 50
Root, Aconite, lb. 25
" Aconite, Pulv., lb. 30
" Alkanet, lb. 25
" Angelica, lb. 30
" Arnica, lb. 30
" Belladonna, lb. 20
" " Powd., lb. 30
" Blood, lb. 40
" " Pulv., lb. 25
" Burdock, lb. 13
" " cut, lb. 15
" Calamus, lb. 50
" Calumba, lb. 30
" Columbo, lb. 15
" Curcuma, Pulv., lb. 15
" Dandelion, lb. 20
" Dock, Yellow, lb. 16
" Elecampane, lb. 15
" " Pulv., lb 25

Root Galangal, lb. 20
" Gentian, lb. 10
" " Pulv., lb. 15
" Ginseng, oz. 55
" Golden Seal, whole, lb. 3 25
" Powd., lb. 3 50
" Hellebore, White, Pulv., lb.. 15
" Ipecac, oz. 20
" Jalap, lb. 70
" " Pulv., lb. 75
" Leptandrin, lb. 30
" Licorice, Extra Select, lb..... 12
" " " small sticks, lb..... 18
" " Pulv., lb. 13
" Mandrake, lb. 16
" " Gr'd, lb. 18
" Marshmallow, lb. 40
" Orris, lb. 20
" " Pulv., lb. 30
" Pareira Brava 20
" Pleurisy, lb. 20
" Pyrethrum, lb. 35
" Rhatany, lb. 50
" Rhei, E.I., lb. 60
" Rhei, E.I., Pulv., lb. 1 00
" Rubber (so-called) oz. 15
" " " Pulv., oz.... 20
"Sasparilla, Honduras, lb.... 50
" " Mexican, lb. 20
" Senega, lb. 1 10
" Serpentaria, lb. 80
" Sombul, lb. 40
" Sorgelia, lb. 1 00
" Squills, white, lb. 15
" " Pulv., lb. 20
" Stone, lb. 20
" Tormentilla, lb. 40
" " Pulv., lb. 60
" Valerian, lb. 15
" Veratrum Viride, lb. 25
Rosaniline, oz. 60
Saccharine, oz. 15
Saffron, American, oz. 7
" Spanish, oz. 1 00
Sal Acetosella, lb 25
" Carlsbad, Artificial, lb..... 15
" Craborchard, lb. 40
" Epsom, lb. 3
" " Howard's, lb. 5
" Glauber, lb. 2
" Nitre, (Potash) Crystal, lb... 9
" " Gran., lb. 9
" " (Soda) Cryst., lb..... 6
" " Gran., lb. 6
" Prunella, lb. 25
" Rochelle, lb. 28
" Rochelle, Crystal, lb. 35
" Rock, lb. 2
" Soda, lb. 2
Salicine, oz. 50
Saligenin, 15 gr. bots., ea..... 50
Salol, oz. 10
Salipyrine, 25 grammes, ea..... 25
Salophen, oz. 1 20
Sanguinarine, Alkaloid, 15 grain bots., each 45
" Nitrate, 5 grain bots., ea.... 45
" Sulphate, 5 grain bots., ea.... 45
Sanoform, oz. 1 00
Santonine, oz. 1 10
Santyl, Liquid, oz. 80
" Tablets, tube..... 30
Saponin, ¼ oz. bot. 15
Scillipicrin, 15 gr. bots., ea..... 35
Scopolamine, Hydrochlor, 5 gr. bot. each 75
Seeds, Angelica, lb. 35
" Anise, lb. 14
" " Pulv., lb. 15
" " Star, lb. 40
" Annatto, lb. 10
" Burdock, lb. 30
" Canary, lb. 8
" Cardamon, Decort, lb 1 10
" " Malabar, lb. 90
" " Pulv., lb. 90
" Carraway, lb. 12
" Carraway, Pulv., lb. 15
" Celery, lb. 25
" Colchici, lb. 40
" " Pulv., lb. 45
" Conium, lb. 30

Seeds Coriander, lb. 18
" " Pulv., lb. 20
" Croton, lb. 25
" Cumin, lb. 20
" " Pulv., lb. 25
" Dill, lb. 20
" Fennel, lb. 15
" " Pulv., lb. 20
" Flax, lb. 6
" " Pure Ground, lb. 6½
" Foenugreek, Pulv. 7
" Hemp, lb. 6
" Hyoscyamus, lb. 50
" Hyssop, lb. 35
" Jambul, oz. 15
" Lobelia, lb. 75
" Maw, lb. 20
" Mustard, White, lb. 12
" Pumpkin, lb. 20
" Quince, lb. 1 30
" Rape, lb. 6
" Sabadilla, lb. 35
" " Pulv., lb. 35
" Stavesacre, lb. 34
" " Pulv., lb. 50
" Stramonium, lb. 30
" Strophanthus, oz. 16
" Sunflower, lb. 15
" Wormseed, lb. 30
Selenium in sticks, oz. 1 50
Silica, Powd., oz. 20
Silver, Bromide, oz. 2 00
" Chloride, oz. 90
" Citrate, oz. 2 50
" Cyanide, oz. 2 00
" Iodide, oz. 1 60
" Metallic, Pulv., oz. 1 50
" Neucleinate, oz. 1 25
" Nitrate, Cryst., oz. 75
" " Fused, oz. 90
" Oxide, oz. 1 50
" Precipitated, oz. 3 50
" Sulphate, oz. 1 50
" Wire, oz. 6 00
Snuff, Copenhagen, lb. 1 40
" Macc, lb. 65
" Scotch, lb. 65
" " Lorillards, lb. 90
Soap, Arsenical, lb. 40
" Barilla Ash, lb. 25
" Castile, Conti, lb. 18
" " Shell, lb. 12
" " Pulv., lb. 18
" Curd, lb. 25
" Cocoanut, lb. 25
" Soft English, lb. 8
" Viride, lb. 30
" Whalefil, lb. 12
Soda, Acetate, lb. 20
" " C.P., oz. 5
" " Pure fused, oz. 13
" Aluminate, oz. 15
" and Ammonia Phos. (Microcosmi Salts), lb. 85
" Arsenate, Pure dry, oz. 15
" Arseniate, Pure Cryst., oz. 8
" Arsenite, Pure, oz. 10
" Ash, lb. 3
" Benzoate, oz. 6
" " from Benzoic Acid, oz. 35
" Bicarb., lb. 4
" " Chance's, lb. 10
" " Crystals, lb. 40
" " Howard's, lb 15
" Bichromate, fused, oz. 5
" Biphosphate, oz. 12
" Bisulphate, pure cryst., lb. 45
" Bisulphite, lb. 30
" " Coml., Dry, lb. 25
" " Pure dry, lb. 40
" Bitarate, Cryst, oz. 10
" Bromide and Caffeine Cit., lb. 1 00
" Bromide, Gran., lb 58
" Cacodylate, oz. 1 30
" " ¼ oz. 15
" Carb., C.P., Cryst., lb. 35
" " C.P., Dried, lb. 35
" Carbolate, oz. 25
" Caustic, lb. 6
" " Gran., lb. 10
" " Sticks, lb. 40
" " Sticks, pure by alcohol, lb 60
Soda Chlorate, lb. 40
" Chloride, Pure, oz. 12
" Choleate, oz. 20
" Cinnimate, oz. 75
" Citrate, oz. 10
" Dithio Salicylate Beta, oz. 1 25
" Ethylate, Dry, oz. 1 00
" " Solution, oz. 25
" " Richardson's, oz. 75
" Fluoride, oz. 15
" Formate, oz. 15
" Glycerinophosphate, oz. 20
" Hippurate, oz. 90
" Hypochlorite, Solution, oz. 10
" Hypophosphite, oz. 10
" " C.P., oz. 50
" Hyposulphate, oz. 25
" Hyposulphite, lb., C.P. 20
" Iodide, oz. 30
" Lactate, Syr., oz. 25
" Meconate, oz. 2 25
" Metaphosphate, oz. 25
" Naptholate, oz. 75
" Nitrate, Crude, lb. 5
" " Pure, Cryst., oz. 10
" Nitro-prusside, oz. 1 00
" Nitrite, Granulated, lb. 60
" " C.P., sticks, oz. 10
" Oleate, oz. 25
" Oxalate, oz. 10
" Paracreosote, oz. 71
" Sodium, Perborate Medicin. oz 40
" Permanganate, oz. 30
" Phosphate, Gran., lb. 10
" " Pure, lb. 20
" " C.P. Cryst., lb. 35
" " C.P., Pulv., lb. 40
" " C.P., Dry, lb. 55
" Phosphite, oz. 40
" Phosphomolbdate, oz. 20
" Pyrophosphate, lb. 90
" " Pure, oz. 15
" Salicylate, lb. 60
" " Natural, oz. 60
" Santoninate, oz. 1 50
" Silicate, lb. 6
" " Natural, oz. 40
" Silicofluoride, oz. 35
" Succinate, oz. 30
" Sulphate, C.P., Cryst., lb. 25
" " C.P., Dried, lb. 35
" Sulphite Cryst. or Gran., lb. 7
" " C.P., lb. 25
" " Dried, C.P., lb. 50
" " Pure, Recryst., oz. 25
" Sulphocarb, oz. 10
" Sulphosalicylate, oz. 65
" Sulphovinate, oz. 30
" Tannate, oz. 20
" Tartrate, C.P., oz. 55
" " Neutral, oz. 15
" Tellurate, 15 grains, for 25
" Tetroborate, oz. 15
" Tungstate, lb. 75
" " C.P., oz. 20
" Uranate, oz. 40
" Valerianate, oz. 45
Sodium, Metal, ¼ oz. bots., ea. 18
" Acetic Theocin, oz. 3 25
" Fluoride, oz. 20
" Glycollate, oz. 2 00
" Iodide, oz. 40
" Plumbate, oz. 25
" Stannate, oz. 20
" Sulphohydrate, oz. 30
Solanine, 15 grain bot., ea. 2 25
Solution Clemens (Arsenic Brom.)lb. 50
" Dobell's, lb. 20
" Fehlings No. 1, oz. 5
" Fehlings No. 2, oz. 10
" Hydrarg Bichlor, lb. 65
" Nitroglycerine, 1 per cent., oz 10
" " 10 per cent., oz. 20
" " 25 per cent., oz 35
" Potash Hydrosulphide, lb. 40
" Platinate, oz. 15
" Soda, Hydrochlorate, oz. 25
" Vlemmicks (Calc. Sulph.),Wr 65
" Normal Volumetric Acid, Hydrochlor, Wr. 2 25
" " Sulph, Wr. 2 25
" " " Potash, Wr. 2 25
Somatose, oz. 57
" " and Iron, oz. 60
Somnal, oz. 65
Sozoiodolate, gal. 7
Spermol Mercuric 1
" Potassium, oz. 1 25
" Sodium, oz. 1 25
" Zinc, oz. 1 00
Spartein, Sulph, ½ oz. bot., ea. 25
Spermaceti, lb. 50
Spirits, Ammon. Aromat., lb. 65
" Camphor, pt. 85
" Chloroform, lb. 65
Stannous, Chloride, C.P., oz. 15
" Nitrate (solution) oz. 30
" Sulphate, oz. 20
Stannic, Chlorate, C.P., oz. 25
" Chloride, oz. 40
Stannic, Sulphate, oz. 40
Starch, Iodized, oz. 15
" Powd., lb. 8
Stearine, lb. 30
Stovaine, 5 grain, each 1 00
Strophanthin Acetate, oz. 15
" Bromide, oz. 15
" Carbonate, oz. 10
" Chlorate, oz. 20
" Chloride, oz. 50
" Iodide, oz. 35
" Lactate, oz. 15
" Muriate, oz. 5
" Nitrate, lb. 20
" " Dry, lb. 25
" Oxalate, oz. 10
" Oxide Caustic Cryst., pure,oz. 10
" Phosphate, oz. 15
" Salicylate, oz. 20
" Sulphide, oz. 15
Stropanthin, oz. 2 00
Strychnine, oz. 75
" Acetate, oz. 2 00
" Arsenate, oz. 2 00
" Arsenite, oz. 2 00
" Citrate, oz. 2 55
" Glycerophosphate, oz. 3 20
" Hydrobromate, ¼ oz. for 35
" Hydrochlorate, ¼ oz. for 15
" Hypophos., ¼ oz. for 40
" Nitrate, ¼ oz. for 25
" Phosphate, ¼ oz. for 20
" Salicylate, ¼ oz. for 25
" Sulphate, oz. 75
" Valerianate, ¼ oz. for 75
Stypticin, 15 grain bot., ea. 40
" Tablets, box, ea. 35
Styptol Tablets, tubes of 20, ea. 45
Styrone, Liq., oz. 1 50
Succus Conium, lb. 75
" Taraxi, oz. 10
Sucrol, oz. 1 25
Sulfonal, oz. (Mercaptol) 2 00
Sulphaminol, oz. 20
Sulphur, Chloride, oz. 20
" Iodide, oz. 45
" Precipitated, lb., pure 25
" " Opt., lb. 20
" Powdered, lb. 3
" Sublimed, lb. 4
" " Extra, lb. 4½
Sulphur Roll, lb. $ 0 03
" Vivum, lb. 6
Symphoral, 25 grammes for 2 50
Tamarinds, lb. 10
Tannalbin, oz. 50
Tannigen, oz. 85
Tannoform, oz. 40
Tannopine, oz. 80
Tar, Barbadoes, lb. 12
" Stockholm, lb. 15
Tartarux Bornsecatus, oz. 20
Terebene, oz. 75
Terpin, Hydrate, oz. 10
" Peroxide, oz. 1 00
Terpinol, Liquid, oz. 40
Tetrathyl, Ammonium Hydroxide ¼ oz. for 1 50
Tetronal, 25 grammes for 3 50

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IS **INDISPENSABLE** TO

OPTICIANS WHO SELL RIMLESS GOODS

IT

Fits any thickness of Lens
Makes rimless stock interchangeable
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TRIUMPH **EYE GLASSES** **WOLVERINE**

SEND FOR SAMPLES

Michigan Optical Company, Limited

20-22 ADELAIDE STREET WEST **TORONTO**

Thalline, Tartrate, oz.	3 25
Thallium Sulphate, ¼ oz., ea.	60
Theine, oz.	70
Theobromine, oz.	1 25
" Salicylate, oz.	15
" and Soda Salicylate, oz.	70
Theocine, Soda Acetate, oz.	3 00
Thermodin, 25 grammes for	2 00
Thermol, oz.	1 00
Thiocarbamide, oz.	1 00
Thiocin, oz.	3 60
Thiocol, oz.	1 40
Thioform, oz.	75
Thiol, oz.	40
Thiosinamine, oz.	98
Thorium, Nitrate, oz.	50
Thymol, oz.	30
Thyraden, 25 grammes for	1 30
Thyroidine, oz.	1 25
Thyriodin, 25 grammes for	1 25
Tin, Metal Sticks, oz.	15
" Granulates, lb.	1 20
" Mono Sulphide, oz.	25
" Powder, Fine, oz.	20
" Rasped, oz.	12
Titanum, oz.	75
Toluene, lb.	60
Tow, lb.	30
" Carbolated, lb.	40
" Styptic, lb.	35
Tribromphenol, oz.	1 60
" Bismuth, oz.	65
Triethylate, oz.	60
Triferrin, oz.	1 20
Trikresol, oz.	15
Trimethylamine, oz.	55
Trional, oz.	1 20
Trional, 25 grammes for	80
Trional, 25 grammes for	90
Trumaticin, oz.	20
Trional, 25 grammes for	
Tuberculine, oz.	
" Venice, lb.	12
Tungstate, oz.	
Turpentine, Venice	
" and American Essential	1 10
" Chloride, oz.	
" Iodide, oz.	75
" Nitrate, oz.	60
" Oxide, oz., Blk.	60
Uranium Sulphate, oz.	60
" Sulphocarbolate, lb.	80
Urea Crystals, Pure, oz.	20
" Nitrate, oz.	45
Urecidin, oz.	60
Urethane, oz.	50
Urotropin, Schering's, oz.	80
Valerianate, Merck's, ⅛ths	5 30
Validol, 25 grammes, ea.	1 55
Vanilline, oz.	90
Veratria, Pure, ⅛th, oz. for	40
Verdigris, balls, lb.	20
" Pulverized, lb.	30
Veronal, oz.	1 80
" Tablets, tubes of 10 ea.	70
Vinegar, Cantharides, lb.	60
" Squills, lb.	10
Water, Anise, lb.	10
" Camphor, lb.	10
" Cherry Laurel, lb.	25
" Chlorine, lb.	10
" Cinnamon, lb.	8
" Dill, lb.	10
" Distilled, gall.	15
" Elderflower, lb.	30
" Fennel, lb.	10
" Lime, pt.	7
" Orange Flower, lb.	25
" Peppermint, lb.	20
" Rose, lb.	25
Wax, Bayberry, lb.	35
" Brazil or Carnauba, lb.	70
" Ceracine, lb.	30
" Japan, lb.	20
" Paraffin, Sterilized, 25 gram packages, ea.	65
" Parafine, lb.	20
" White, No. 1, lb.	70
" " No. 2, lb.	50
" Yellow (Beeswax) lb.	45
Wine, Aloes B.P., lb.	60
" Antimony, lb.	35
" Colchici, Rad., lb.	50
" " Sem., lb.	50
" Ergot, lb.	50
" Ipecac, lb.	60
" Iron, lb.	40
" " Citrate, lb.	50
" Opium, lb.	90
" Orange, lb.	25
Xylol, oz.	10
Yohimbine, Cryst. (3 grn. tubes)ea	1 50
" Tablets, (tubes of 10) ea.	90
Zinc, Acetate, pure, oz.	5
" Benzoate, oz.	20
" Bromide, oz.	15
" Carbolate, oz.	15
" Carbonate, lb.	30
" " Precip., oz.	10
" Chlorate, fused, oz.	15
" Chloride, fused, oz.	10
" " Granul., oz.	10
" Cyanide, oz.	15
" Ferrocyanide, oz.	15
" Foil, oz.	10
" Granulated, lb.	15
" " free from Arsenic, oz.	6
" Hypophosphite, oz.	40
" Iodide, oz.	60
" Lactate, oz.	20
" Metal, pure, oz.	10
" Nitrate, pure, oz.	15
" Oleate, oz.	5
" Oxide, lb.	15
" " Pure, lb.	20
" " Hubbuck's, lb.	60
" " Dry process, lb.	25
" " Wet process, lb.	75
" Permanganate, oz.	40
" Phosphate, oz.	15
" Phosphide, oz.	25
" Salicylate, oz.	30
" Stearate, oz.	15
" Sulph., oz.	50
" " with Aristol, oz.	3 00
" " with Ichthyol, oz.	80
" Sulphate, pure, lb.	15
" " C.P. Cryst., lb.	20
" " C.P., Gran., lb.	25
" " C.P., Dried, lb.	50
" Sulphide, pure, oz.	25
" Sulphite, oz.	25
" Sulphocarb., oz.	15
" Sulphydrate, oz.	35
" Sulphuratum, oz.	12
" Tannate, oz.	10
" Valerianate, Pulv., oz.	25
" " Cryst., oz.	30

The Canadian Druggist.

Vol. xxiii. TORONTO, CANADA, MAY, 1911 No. 5

EXAMINE then JUDGE a

" PULVERETTE "

The All British Patent **POWDER PILLS**



Before After

¶ Superior to pills and compressed tablets.

¶ Supersede American made Powder Pills.

¶ Will not crack or discolor when kept.

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¶ Drugs do not deteriorate during manipulation.

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SALE OF POISONS BY CATALOGUE HOUSES.

A communication has been received at this office from a subscriber in the Province of Alberta, in which he complains that a catalogue house in Winnipeg is selling "Strychnine all over Alberta" and he further says, "as these people sign no poisons book, how can the different Associations expect the Druggist to conform with the Act when such houses are allowed to do this ? What protection has a druggist got by belonging to an Association, when this is allowed ? It is bad enough for this house to be allowed to sell it at all, but they are actually selling it at half the price the druggists in Alberta are getting for it."

If the facts are exactly as stated, and we believe that our correspondent is quite sure of his ground, it appears to us that it is the duty of the Pharmaceutical Association of Manitoba to investigate the matter, and if the charge is verified, to see that such infractions of the law are put a stop to. It is almost increditable to think that a firm would jeopardize the lives of the people by thus selling a deadly poison indiscriminately, knowing as they must do that the Act regulating the sale of poisons is intended for the benefit of the public generally and certainly not for that of the vendors.

We trust that some steps will be taken to put a stop to the illegal sale of poisons whereever and whenever they exist, and this not only for the benefit of the druggist, but mainly to safeguard the public.

WOMEN PHARMACISTS.

In another part of this issue will be found a letter from a lady graduate of the O. C. P. who has taken up the cudgels on behalf of her sex as to the suitability of a pharmaceutical career for women.

We have always held with our correspondent that there is an opening for the gentler sex, and some portions of it are peculiarly adapted to the woman pharmacist.

Our correspondent we know has been in business for some time for herself, and has made a

success of it, and as an instance of the business ability of some women, as well as their adaption to a pharmaceutical career, it is only necessary to note that of Miss M. Cora Dow, of Cincinnati, who is now the owner of ten large drug stores in that city, besides operating a wholesale store and a plant for the manufacture of ice cream, etc., to be used in all of her ten soda fountains.

INTENSIVE MERCHANDISING.

In this age of strenuous business activity when the population of this country is forging ahead at such a rapid rate and places hitherto undeveloped have been opened out for the settler, each place in its turn shows additional value as a territory for the incomer, not only is the question of intensive farming an important one, and one which is being urged upon the rural community by the leaders in agriculture, but the necessity of intensive merchandising becomes also very apparent.

Competition between retailers themselves, between retailers and mail order houses, between the retailers and the departmental stores, all go to emphasize the fact that it is necessary, if the retail merchant is to make money and secure something of a competency, that business energy must be of an intensive character, and that it will require all the energy as well as the talent of which he is possessed to keep up with his competitors. Slow, easy-going methods are, for the time being at least, a thing of the past, and bustle, energy and intense earnestness in the conduct of business is an actual necessity in Commerce life.

FRENCH METHOD OF MAINTAINING PRICES.

An experienced American business man comes back from Europe, says a leading trade paper, with the surprising statement that in France they "have solved to their perfect satisfaction the problem which is greatly bothering American manufacturers—that of maintenance of prices."

He explains that in France they have what is called a "Ticket Prime Association." The retailer joins this. To each article that he sells is attached a ticket, which he tears off when he hands the article over the counter. If it sells for a dollar the dealer sends the dollar to the jobber, together with the ticket, which he signs. Upon stated days the jobber remits the retailer the profit which the product pays.

The ticket which the dealer returns to the jobber is virtually a contract to maintain the prices fixed by the manufacturer. In fact, in the eye of the French law, it is a contract. Should the retailer cut prices he full well knows what penalty is liable to be visited upon him. The "Ticket Prime Association," made up of leading manufacturers, practically outlaws him; furthermore, it refuses to redeem the tickets for the cash which represent the dealers' profits, if the latter is found to have cut prices. Not only is he refused his profit on the single article on which he cut, but he is also refused the profit on all the other "Ticket Prime" articles which he carries in stock.

The system does not offer much encouragement to the price cutter. He cannot collect from the jobber his profit not only upon one article, but also upon the majority of the articles which he carries in stock.

INTERNATIONAL PHARMACEUTICAL FEDERATION.

An International Pharmaceutical Federation has now definitely been established, inasmuch as officers and a Committee have been appointed, says the Pharmaceutical Journal (Eng.) The Dutch Government has guaranteed to defray the costs incurred in the formation of the Federation the headquarters of which are at the Hague. Great Britain is represented on the committee by Mr. Edmund White, who with Mr. E. S. Peck, represented the Pharmaceutical Society at the Brussels Congress. The President is Mr. M.L.Q. Van Ledden Hulsebosch, the Vice-Presidents are Mr. R. Schoepp and Mr. F. Daminet, and the Secretaries Mr. J. H. Hofman and Mr. O. Van Schoor. The other members of the Committee are Dr. Macario Blas y Manada (Spain), Mr. A. Cuerel, (Switzerland), Professor A. K. Dambergis (Greece), Dr. A. Deer and Mr. O. Koritsansky (Hungary), Mr. F. Ferrein (Russia), Mr. G. Griggi (Italy), Dr. H. Heger (Austria), Mr. O. Kusnick and Dr. A. Schamelhont (Belgium), Mr. Z. Klossowski (Poland), Mr. H. Kondo (Japan).

STARTS A CANADIAN BRANCH.

Mrs. Gervaise Graham, of Chicago, manufacturer of Kosmeo Cream, Kosmeo Face Powder, Hair Restorer, Bonalaxa and a list of 30 fine toilet preparations which have been on the market and constantly advertised for close to a quarter of a century, starts the year by opening Canadian Laboratories at Windsor, Ontario, in order to better provide for the growing Canadian demand for her preparations.

Mrs. Graham's line will be very heavily advertised this year in the leading magazines and ladies' publications, and the druggists know this line is one of the steady selling lines for which a steady demand is always assured.

The lazy man never seems to tire of what he isn't doing.

Merck's Ether for Anaesthesia

E. Merck

Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

Supplied in 4 oz. and 1 lb. g.s. bottles

Darmstadt

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Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.

BENGER'S

Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it:—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS: BENGER'S FOOD, LTD., MANCHESTER, ENG.

Benger's Food is sold in tins and can be obtained through most Wholesale Druggists and Leading Drug Stores.

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SANITARY TOWELS

Modern science and the spread of Hygiene made the invention and manufacture of Southalls' Sanitary Towels possible. Since 1880 they have become widely known and appreciated as an indispensable article for ladies' use, possessing advantages which recommend them to every woman.

Every Canadian Druggist should apply for full particulars and samples to the Agent for the Dominion, J. M. SCHEAK, Carlaw Buildings, Wellington Street West, TORONTO.

Southalls' Sanitary Towels
(The original and best).

Southalls' Accouchement Sets
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Southalls' Sheets for Accouchement
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Patterson's TORONTO Candy

"A MATTER OF GOOD TASTE."

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"Chocolates Imperators" AND "Chocolates Deliciosos"

In ½ and 1 lb packages

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ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anaemia. Those who are in a position to know what is "Best" use "Electric Beans."



"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

VALUE OF MORAL STAMINA.

We do not refer to the obvious need or value of moral stamina in purely moral affairs, but of that moral stamina which causes a business man to do what he knows he should do, regardless of what some may think.

It takes moral stamina, for instance, for a dealer to stand up for his rights.

Too often men allow themselves to be imposed on by an unreasonable customer, even to the extent of being beaten out of an account, for fear of giving offence by asking for what is justly due them. Some debtors are very sensitive about being asked to pay their debts, when they are as bold as a brass lion about running them. They get mad and threaten to take their trade elsewhere when requested to settle. Well, if a dealer cannot get what is due him, is he not better off to let the fellow go elsewhere where he will not be asked for pay because of fear of losing his trade? Cash in hand is surely better than goods in the hands of a deadbeat. Even no sales to such a man is better than to let him take out the goods from stock and then not get your pay for them.

The dealer who would succeed must cultivate this moral stamina. He must, of course, be courteous to everybody, but not subservient to any. He must make his own price—a reasonable one—and stick to it. He must realize that he has to pay his just debts, and that his customers must therefore pay him. If he allows his customers to impose on him, and thus make it impossible for him to pay his own just obligations, he allows himself to become in a sense dishonest himself, much as he would probably resent the insinuation. But if, through his carelessness, or his supersensitiveness about requiring his debtors to settle, he thus puts it out of his power to pay for his stock, is he thereby not endangering the property of his own creditors, and is he not morally responsible for this condition?

It takes stamina to conduct a business rightly. A man must know his business and know his own mind, and he must not allow himself to be swayed from what he knows to be the right thing by either the blandishments or the bullying of his customers.

We suspect that not a little of the trouble in business to-day is due to a lack of this very moral stamina. One man complains that he cannot meet competition, either of his competitors or of the catalog house. Another man laughs at such complaints, and points with justifiable pride to his increasing trade, his growing profits, the firm establishment of his house in the confidence of the public, and to his increasing bank account. Both may have had an equal start, equal advantages of education and experience, equal intelligence and business knowledge. The difference lies in the fact that one man, without being greedy or grasping, but being perfectly fair with himself as well as his customers, has been able to collect his just dues, to pay his just debts, and to make his just profit. He did it because he had the moral stamina to do the thing that he knew to be right, and did not permit himself to give way weakly to circumstances which swamped his neighbor.

Do you believe this? If it is not true, point out to us wherein we are wrong. The Arena is open to you.—Exchange.

MILES MEDICINE CO. LOSES.

A despatch from Washington, April 3, says:—In an exhaustive opinion by Associate Justice Hughes to-day the Supreme Court upheld the opinion of the Circuit Court of Appeals for the Sixth Circuit in the case of the Miles Medical Company against the John D. Park & Sons Company. The complainant is a manufacturer of proprietary remedies. The defendant is a firm of wholesale druggists who bought the goods from the consignee of the Miles Company.

The action arose upon a bill of equity filed by the complainant to restrain the drug firm from selling the goods at cut rate prices in violation of certain alleged selling contracts to agents. A demurrer to the bill for want of equity was sustained by the Court of Appeals, in which Justice Lurton gave the opinion.

The Supreme Court held that Justice Lurton was right in holding that the contracts between the Miles Company and its consignees were void as in restraint of trade. It was held also that the fact that the Miles company had patents covering its formulas did not help its case. The Court held that the manufacturer having had his profits in the sale to his consignee, he could not be heard to complain against the prices exacted for the goods in the further line of traffic.

Justice Holmes read a dissenting opinion in which he held that the decision interferred with business transactions and demoralized business. He held that manufacturers' contracts ought to be respected.

WHAT LUCK IS.

Luck means rising at six o'clock in the morning, living on a dollar a day if you earn two, minding your own business and not meddling with other people's. Luck means appointments you have never failed to keep, the trains you have never failed to catch. Luck means trusting in God and your own resources.—Max O'Rell.

DR. JOHN ATTFIELD.



On March 18th, at his country residence in Watford, England, Mr. John Attfield, F. R. S. Ph. D., passed away, leaving behind him a gap in the pharmaceutical circles of England.

Dr. Attfield was born in 1835 at Barnet, England, where he received his elementary education, and in 1849 he was apprenticed to Mr. W. F. Smith, a chemist in Walworth. After passing his minor examinations in 1854, he was appointed junior assistant to the lecturer in chemistry at St. Bartholomew's Hospital, London, where he afterwards became demonstrator of chemistry, a position which he held for eight years, leaving that position to take up the professorship of Practical Chemistry in the School of Pharmacy, Bloomsburg Square, this at the time when he was only twenty-seven years of age. He obtained the degree of Doctor of Philosophy at the University of Tubingen in 1862.

Dr. Attfield, as the author of Attfield's Manual of Chemistry, was widely known to students in Pharmacy, both in England and throughout the English speaking countries generally. This book, and the part which he took in connection with the preparation of the British Pharmacopoeia will always serve in keeping his memory before pharmacists.

The Manual of Chemistry was compiled in 1867 and is now in its nineteenth edition. For the 1885 edition of the British Pharmacopoeia he was joint editor with Professors Redwood and Bently, and for the 1908 edition he was sole editor.

The Indian and Colonial Addendum to the Pharmacopoeia is mainly the work of Dr. Attfield, being the first step towards the formation of an Imperial Pharmacopoeia. In 1881 the Pharmaceutical Society of Great Britain elected him an honorary member. He was also a member of the Council of the Chemical Society from 1874 to 1878, and was also one of the founders of the Institute of Chemistry.

MR. LEO ELIEL.

The subject of this sketch died suddenly at his home in South Bend, Ind., Feb. 10, 1911.

Mr. Leo Eliel was born in Germany in 1845, his father being a prominent physician in that country. When coming to America the physician with his family located at Laporte, Indiana, where the son was educated. In 1873, Mr. Eliel opened a drug store in South Bend, Ind., where he remained in business up to the time of his decease. He was a well known figure in Pharmaceutical circles, taking an active interest in everything pertaining to Pharmacy, and especially in the work of the American Pharmaceutical Association, in which he served several terms as a member of Council, and in 1906 was elected President of the Association. Thus in a short time there have passed away 3 prominent members of pharmacy in the United States—Albert E. Ebert, Professor C. S. M. Hallberg, and Mr. Leo Eliel.

MONTREAL COLLEGE OF PHARMACY.

The following are the results of the combined December and March Sessional Examinations of the Montreal College of Pharmacy held on the 29th, 30th, and 31st of that month.

Botany, English Class—E. R. Belinis, A. H. Jassby, M. Ginsburg, W. J. Casey and N. F. Jenson.

Botany, French Class—Georgeana St. Georges, L. J. E. Leduc, W. Lessard, Jacques de Corialis.

English, Materia Medica—E. R. Belinis, Arthur M. King, L. G. Hilborn, M. Ginsburg, A. Weinfield, P. R. Thomas and N. F. Jensen.

French, Materia Medica—Jacques de Corialis and Joseph Desrosiers.

English Chemistry—E. R. Belinis, A. H. Jassby, A. H. James, M. Ginsburg, Victor Richmond, E. J. Lyons, and W. M. Barnes.

French Chemistry—Elias Rivet, L. J. E. Leduc, and Hector Forget.

Miss G. St. Georges, Mr. E. R. Belinis and E. Rivet are entitled for Silver and Bronze Medals.

Mr. J. de Corialis, W. J. Casey, J. Leduc and H. Forget, for prizes in books.

The examiners were Prof. J. E. Morrison, English Materia Medica and Botany. Prof. Henri St. Georges, French Chemistry and Botany. Prof. E. Giroux, Jr., French Materia Medica, and Prof. Bernard Collitt, English Chemistry.

INJECTIONS OF METALLIC MERCURY.

From experiments on animals the author concludes that under proper aseptic conditions metallic mercury is not a toxic substance when introduced into the circulation or into the tissues, even in fairly large doses. As much as 0.5 mil, or 6 Gm. of metallic mercury, has been given by injection in a single dose to adult human beings with beneficial results. The best regions for injection are the muscular tissues rich in fat, such as those of the buttocks. The mercury disappears in these without forming indurations or causing pain. Liquid mercury passes through the finest injecting needle. It is hoped that this method of treatment will prove of use for syphilis tuberculosis, and cancer.—E. Richter (Apoth, Zeit., 1910, 25, 443).

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Frosst's Pharmaceuticals, conspicuous by their absence from the front shop, appeal to physicians.

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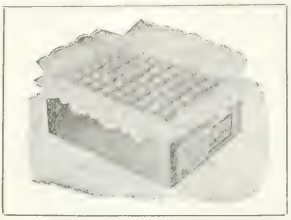
The hollow disc shape and thin model makes it pillow-like and comfortable to lie upon.

The only hot water bottle that fits every part of the body. Of one piece of moulded rubber, no seams—no joints—no cement—nothing to give way under the action of hot water.

Your customers will all want one once they have seen it. If you do not happen to have the WALPOLE "Good Samaritan" in stock, send for a sample order today.

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It possesses a flavor that defies duplication. Every dealer who realizes the value of selling a Chocolate with a flavor quite different to and inestimably more delicious than any other will ultimately handle Chocolate "BORDO".

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$1,000.00 Reward

We will gladly pay the above sum to any one furnishing us with information that will lead to the arrest and conviction of the guilty parties.

A counterfeit Dr. Martel Female Pill has been discovered in the U. S.

It carries the name of the French Drug Co., and a ficticious U.S. Drug Act Serial Number 17549.

But the worst of all is, the Pills are not like the genuine, and do the user more harm than good.

We want to warn you in time. We HAVE NOT FOUND ANY IN CANADA, but you must be on the lookout if you want to earn that $1,000.00.

The only safe way to get the genuine is for the Jobber to buy only of our Canadian Agents, The Lyman Bros. & Co. Limited, Toronto, Canada, and for the Retailer to buy only of his Jobber.

We will prosecute any Jobber or Retailer found by our agents handling any of the above goods.

The Genuine carry our name on the box as well as the Canadian Proprietary or Patent Medicine Act Number 1629, but anyone that would be guilty of doing this kind of work may duplicate our box in Canada, so for your protection you must buy as above stated.

Thanking you for past co-operation, we are

Very Truly Yours,

Knickerbocker Remedy Company, Inc.

H. F. PIERCE, Pres. and Genl. Business Mgr. 36 East 23rd St., New York, N.Y.

(Sole distributors various Dr. Martel Medical Remedies)

OPIUM.*

John Uri Lloyd, Ph.M.

The discovery of the medical qualities of opium is lost in times gone by. Theophrastus, the 3rd century B.C. mentions it. The poppy producing opium is (from a remote period) native to Asia Minor and Central Asia. The early use of the decoction of the poppy head, as well as the early use of opium, the product of the poppy, Papaver somniferum, antedates, as has been said, professional medication and crept into home use as well as professional use at a very early period. The Welsh physicians of the seventeenth century used a wine of poppy heads to produce sleep, and prepared pills from the juice of the poppy. Syrup of poppy was given a position in the first pharmacopoeia of the London College, 1618. Dioscorides distinguishes between the juice of the poppy capsule, and an extract from the entire plant. Inasmuch as he described how the capsule should be incised and the juice collected, it is evident that he plainly refers to opium. Pliny also devotes considerable space to this drug. Celsus in the first century, mentions it, and during the period of the Roman Empire, it was known as a product of Asia Minor. It is supposed that the prohibition of wine by Mohammed led to the spreading of the use of opium in some parts of Asia, the drug being then an import from Aden or Cambay. The Mohammedans introduced opium into India, it being first mentioned as a product of that country by Barbosa who visited Calicut, in 1511, its port of export then being Aden or Cambay. The German traveler Kampfer who visited Persia in 1685, describes the various kinds of opium then produced, stating that it was customary to mix the drug with various aromatics, such as nutmegs, cardamon, cinnamon and mace, and even with ambergris. It was also sometimes colored red with cannabis indica, and was sometimes mixed with the strongly narcotic seeds of stramonium. This writer could find no instance of the Turkish people of the present using opium in any form. A description in brief detail only of the many kinds of opium and the different qualities of opium, as well as its sophisticants and adulterants is herein unnecessary. It may be briefly stated that this insidiously active drug came to the attention of the profession of medicine through its well-known qualities, as established by the people of its native land. Much the writer recorded concerning opium and its culture as noted in his travels in Turkey, is to be found in Lloyd Brothers' Drug Treatise, No. XXII "Opium and Its Compounds."

*Lloyd Library Bulletin No. 18 will give a brief history of every vegetable drug of the Pharmacopoeia of the United States, 1900 edition. This Bulletin, like other Lloyd Library publications, is not in general circulation, nor is it sold commercially, being designed solely for exchanging for the publications of Societies and Academies of Science. Extra copies will be printed for those who, before May 15th, address, with One Dollar, "The Lloyd Library, Cincinnati, Ohio.

DISCOVERIES OF DRUGS.

Morphine was discovered in 1804 at Paderborn, Germany, by the obscure drug clerk, Serturner.

Iodine was discovered in 1811 (just before the English discovered us for the second time) by Courtois.

Peroxide of hydrogen, the magic agent to which many blondes owe so much, was first prepared by Thenard in 1818.

Strychine, the greatest of all stimulants, was given to the world in the same year by Pelletier and Caventon.

Quinine, which is one of the two or three actual specifics for real diseases, (in this instance malaria,) was discovered by Pelletier and Caventon in 1820.

Caffein, the active principle in coffee and tea, was first extracted by Runge, in 1820.

Iodide of potassium was first used in medicine by Coindet in 1821.

The bromides were first used as medicines by Balard in 1826.

Atropine was first extracted from belladonna in 1831, by Meins.

Phenol, or carbolic acid, was discovered in coal tar by Runge in 1834.

Chloral was prepared by Liebig in 1834, but was not used as a medicine until Liebrisch introduced it as a hypnotic in 1869.

Cocaine, the leading local anesthetic, was not used as a medicine till Koller tried it in 1884, although Gaedeke had extracted the alkaloid from coca leaves twenty years earlier.

Apomorphine was discovered by Matthiessen and Wright in 1869, but its great emetic value was not recognized until 1882.

Formaldehyde was given to us in 1867 by A.W. Hoffman.

Antipyrine was discovered in 1884 by Knorr, shortly to be followed by acetanilid, phenacetin and the other coal tar derivatives.

Chloroform was discovered independently by Souberian and Leibig in 1831, but it remained for James Y. Simpson to discover its anesthetic use in 1847, for which service a grateful Government made him "Sir James."

Ether, the discovery of which as an anesthetic led to the use of both chloroform and nitrous oxide, was used in the first painless surgical operation in the world's history in 1842 at Jefferson Ga., by Crawford Williamson Long.—Dr. Gordon Lloyd, in New Orleans Times-Democrat.

PHARMACY IN GREAT BRITAIN

Proposed Educational Changes—Sale of Mineral Acids—Abuse of Drugs—An Infants' Food Prosecution—Selling Proprietaries Without Revenue Stamp—The Late Dr. John Attfield, F.R.S.—Decision in Doctor v. Chemical Case.

(From our London Correspondent)

Interest in the question of the compulsory curriculum for pharmaceutical students seems to have been as keen as ever now that the Pharmaceutical Council has decided to remodel its draft scheme. There has been a remarkable division of opinion on the subject, and the general feeling of the country members on the subject is somewhat difficult to define. Apparently many pharmacists are in favor of some scheme for instituting a curriculum, and dividing the qualifying examination into two parts, but there is a large body of opinion against the scheme as recently proposed by the Pharmaceutical Council.

* * * *

The sale of Mineral Acids has formed the subject of a Privy Council announcement intimating new regulations. On and after October the bottles in which sulphuric acid, nitric acid, and hydrochloric are sold must be distinguishable by touch from ordinary bottles, and must be labelled with the words "Not to be taken," in addition to the word "Poisonous." Soluble salts of oxalic acid, when sold by retail, must also be labelled "Not to be taken," as well as "Poisonous." The penalty for non-compliance with the regulations will be £5.

* * * *

"How far can the abuse of drugs be prevented by law?" was the title of a paper read before the Medico-Legal Society at a meeting in London, by Mr. H. Wippell Gadd, a well-known pharmacist barrister. He said that the subject of the abuse of drugs might be divided as follows:—(1) Criminal and vicious abuse; (2) abuses caused by the administration of drugs ostensibly for the relief of suffering and cure of disease by persons who were not competent to judge of their suitability for particular cases. This may be subdivided into (a) the prescribing of medicines by unqualified persons to sufferers for gain; (b) the offering broadcast of reputed remedies for specific complaints, i.e., the sale of nostrums and patent medicines; (c) the sale and administration of drugs for complaints which have been self diagnosed; (d) the unauthorized use of medicines originally prescribed by a duly qualified practitioner for a particular patient in a specific state at a certain time. The author went fully into the subject, and dealing with the criminal and vicious use of drugs, he said that this practice was but little restrained by English law. Legislation had been aimed apparently rather at punishing offenders than at preventing offences.

* * * *

A somewhat rare prosecution for the sale of infants' food not up to the standard demanded, has occupied the attention of the Liverpool city magistrates. The proceedings arose out of the sale by James Smith, of Fairfield, of "Farinacea Food" which bore a label containing the following words:—"Is specially recommended by the medical faculty for rickety, bloodless and delicate infants. Farinacea Food only should be used in infant life, being free from adulteration, such as starch, gluetin, malt, etc., which renders most other foods so injurious to children under six months old." The inspector said that the analysis of the food revealed 24 per cent. of wheat starch which he considered indigestible. For the defence it was stated that amongst the witnesses in court were twenty-six of these "once rickety, bloodless and delicate infants." One glance at them would show the result the food had had upon them. Defendant would swear that of all the large number of tins sold, amounting to 15,000 a week, he had never had a complaint; the evidence was all in favor of benefit received. The magistrate said that the prosecution had not satisfied him that the food was injurious or not fit to be sold as infants' food.

* * * *

A Kingsland (London) firm of chemists has found the non-compliance with the provisions the Medicine Stamp Act a costly matter. The firm were summoned for selling on different dates ten different patent medicines without the revenue stamp label. The offences were admitted, and it appeared that the managing director of the company (a lady) was away when the sales took place, but she left a competent manager in charge. The manager said he did not put stamps on until purchases were made, and always kept plenty of stamps on hand on the counter. He supposed he was hurried and omitted to put the stamps on. The magistrate, in imposing fines and costs, amounting to £31, said the amount of duty was small, but if all chemists neglected to use the stamps there would be a considerable loss to the revenue in the course of the year.



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SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

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A NEW HAT FOR - 10c -

Sell **"STROBIN"** the great Straw Hat Cleaner. Makes a new hat out of an old one.

Put up in a beautifully colored counter Box, with excellent advertising matter, and pays you a handsome profit.

Order a box from your wholesaler.

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The Success Liniment & Medicine Co.

107 St. James Street, Montreal

WINDOW SEARCHLIGHTS



National X-Ray Reflector Co., 222 Jackson Blvd., Chicago



SATISFACTION

in the highest sense, to you as a druggist and to your customers, is obtained when you sell

GILLETT'S CAUSTIC SODA,
GILLETT'S LYE,
GILLETT'S CREAM TARTAR, ETC.

If your wholesale house will not supply you at List prices, send order to us, and we will ship goods direct.

Awarded Gold Medal Toronto Exposition.

E.W.GILLETT COMPANY LIMITED

The death occurred of Dr. John Attfield, R. R. S., who for nearly half a century occupied one of the leading places in the pharmaceutical and chemical world. Dr. Attfield, who was 75 years of age, passed the chemist's qualifying examination in 1854, after studying at the School of Pharmacy, Bloomsbury Square, and his first appointment was that of junior assistant to the lecturer in chemistry at St. Bartholomew's Hospital, Medical School. In 1862 he was appointed professor of Practical Chemistry at the Pharmaceutical Society's School, and in the same year obtained the degree of Doctor of Philosophy from the University of Tubinger. He was one of the founders of the British Pharmaceutical Conference, and for many years took a prominent part in its proceedings. His first paper on "The Spectrum of Carbon" was followed by a "Manual of Chemistry," and he also contributed many articles to scientific periodicals. The esteem in which he is held by pharmacists and chemists is shown by the fact that he was elected an honorary member over twenty home, foreign and colonial scientific societies.

* * * *

As you have already reported, the Dumfermline Sheriff Court has been investigating cross slander actions between Edward Gordon, chemist and druggist, Lower Oakfield, Kelty, and Darabshaw Fadoonji Sanjana, Licentate of the Royal College of Physicians and Surgeons, in practice at Kelty. Each sued for £500 from the other, the chemist founding upon statements attributed to the doctor, which the former took as reflecting upon the purity of his drugs ; and the doctor basing his claims on statements alleged to have been made by the chemist reflecting on his professional capacity. The Sheriff has now given his decision and assessed the damages in favor of the chemist for £30 with costs.

THE DRUG CLERK.

In this issue will be found a letter from a drug clerk who writes in an optimistic view and who sees in the situation something worth striving for, rather than what is too often the case a disgruntled condition of affairs.

The optimist is the man who will win out eventually, provided his optimism keeps itself within bounds. And the pessimistic man will eventually land where his thoughts are in the slough of despair. We trust that many clerks will favor us with their communications, and make this journal a means of getting and keeping in touch with each other on any subjects which may prove of general interest to them.

Don't neglect to advertise.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

THE WOMAN PHARMACIST.

Dear Sir : According to the report of President Hargreave's address to the council at their last semi-annual meeting, published in the January number of the Canadian Druggist, he raised the question of the suitability of pharmacy as a calling for women. He states in substance that he considers the fact that there are no ladies attending the present course of lectures, is sufficient evidence that Canadian women are too strong intellectually to desire to become men. Although his statement is short and somewhat vague, and perhaps unnecessarily offensive to those ladies who have adopted pharmacy as a profession. I take it to mean that for some reason which Mr. Hargreaves has not seen fit to disclose, he does not approve of women entering pharmacy. I take issue with the president in this, and do not feel that I can allow his statement to go unchallenged.

Whether we approve or not the fact remains, that women, not from choice, but of necessity, have entered many of the various colleges which were at one time occupied exclusively by men. This is one of the essential results of our modern civilization. In the early days of this country, a family was self-supporting. It was independent of the rest of the community. It provided its own meat, vegetables, grain, milk, eggs, butter, cheese and clothes. In this work woman played a very important part. She furnished the lighting plant. She attended to the cording and spinning of the wool, cotton and flax as well as the weaving and dyeing of all fabrics used by the family. She made all the garments, rugs and linens that were required. The performance of these duties constituted her every day work. It also afforded abundant opportunity for the development of the inventive and creative faculties, as well as the cultivation of the mental qualities which enter into the formation of character. But the signs of the times have changed. New conditions confront her. Man has successfully invaded women's realm. These special occupations of women from time immemorial have been taken from the home. Now the cording, spinning, weaving and dyeing are done in factories. Bread, meat, butter, cheese are no longer the products of the home. Women's work has gone from her, and the question has arisen, what is she to do? Must she choose between being an old maid (as the unmarried women used to be called) and eke out an existence among

grouchy relatives, or marry and settle down to love, honor and obey her lord. Must she sit down and quietly fold her hands, or perhaps play bridge, and indulge in other frivolaties, for the purpose of killing time.

I can conceive of no greater calamity that could befall the human race. The only way we can develop the body is to use it : the only way we can develop the brain is to use it,use it every day, and always. The race is developed as is the individual. Woman forms a most important part of humanity, and it is necessary to the progress of the race that her development should continue.

As woman is a part of every phase of the world's work, she should participate in it, and share its responsibilities. This she is doing more and more every day. A few years ago women teachers, preachers, doctors and nurses were tolerated, but when they entered business, oh, how unwomanly and wrong it was considered. It was driving men from their rightful place. Now women are competing with men everywhere and are not considered immodest or unwomanly, although a few,men are still distressed about it. Just why anyone should consider it proper for a woman to sell ribbons over a bargain counter and improper for her to dispense drugs is not apparent to the writer. It can scarcely be claimed that she is not competent, for surely the Council can be trusted to see that she is thoroughly qualified before granting her a license. A very large percentage of the patrons of the pharmacist are women, and surely no one has the temerity to claim that they would rather buy their drugs from a man than a woman. On the other hand it is not just possible that they might in some instances at least prefer making their purchases from a woman ? It cannot therefore be sympathy for the suffering public, which inspires Mr. Hargreave's heroic attack. Does he then consider that it is lowering to the dignity of a woman to be found behind the counter in a drug store. This would surely be complimentary to the profession as a whole, and he would indeed be a brave man who would put forth such a statement.

Yours truly,
"A Lady Graduate of the O.C.P.,
who is still a woman."

THE RETAILER AS AN EMPLOYEE.

Toronto, April 20, 1911.

Editor "Canadian Druggist."

Dear Sir :—Perchance many Canadian druggists have recently received a circular from the National Drug and Chemical Company, of Canada, containing the following statement :

"Every wholesaler and retailer whenever he hands out a package of patent medicine or any proprietary lines becomes for the time being an employee or salesman of the manufacturer of that particular patent medicine or proprietary article so handed out."

Personally, I concur in that statement, having held strong opinions along that line for years, and from it I beg to base the following deduction :

"Every time a retailer, as the salesman or employee of the manufacturer of Gin Pills sells one box of Gin Pills for less than 50c., he is an employee of that manufacturer, receiving less for his services than he has been promised, and he thereby becomes a creditor of such manufacturer for the short amount received."

There are approximately 500 druggists in Canada who daily sell one box of Gin Pills for 40c., their pro tem employer owing them 10c. on each such sale. If you multiply 500 by 10c. you have $50.00 in one day. Take one year of 300 days, multiply that number by $50.00, and you have $15,000 that the manufacturer of Gin Pills owes to his employee, the retailer. If this has continued for ten years a liability amounting to $150,000.00 has been accumulated, and retail druggists are creditors to that snug little sum.

Apply this perfectly clear reasoning to all proprietors or manufacturers of cut-throat goods, and figure out how much is owing by such manufacturers to the retailers of Canada if the manufacturers stand ready to pay all their employees par value for their services.

While no contradictory evidence can be adduced to disprove these statements and conclusions, I do not wish to be understood as advising any retailer to attempt to collect what is morally due him. The chasm between moral obligation and legal obligation is too much like the gulf between Lazarus and a certain rich man.

Thanking you for the space, believe me to be
One of the retail creditors,
JOHN HARGREAVES.

Toronto, April 20, 1911.

THE DRUG CLERK.

Windsor, April 3, 1911.

Editor "Canadian Druggist,"
Toronto, Ontario.

Dear Sir :—In reading the Canadian Druggist from month to month I notice a dearth of any articles anent "Drug Clerks," which is always a live subject to both clerks and proprietors, and your suggestion to kind of help out prompts me to write a few lines to my fellow clerks which I trust will, to use the poet's words, cause them to "take heart again."

The drug business to-day, with its long hours,

TANGLEFOOT



THE ORIGINAL FLY PAPER

For 25 years the Standard in Quality

ALL OTHERS ARE IMITATIONS

C. F. BOEHRINGER & SOEHNE

MANNHEIM, WALDHOF

MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

GRAND PRIZE, BRUSSELS, 1910
GOLD MEDAL, ST. LOUIS, 1904
Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited

STRATFORD, LONDON, ENGLAND

EXCELLENCE — "Sterling" BRAND — RELIABILITY

SECOND TO NONE

PHARMACEUTICAL **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES
SCALE PREPARATIONS BISMUTH SALTS ETHERS
PHOSPHORIC ACID
ESSENCES SICCATIVES ACIDS COLLODIONS

"RUEFF"

MUSTARD PLASTERS in any packing and of any grain.

INHALERS to carry in the pocket.

LAXOIDS, excellent laxative containing phenolphtalein.

LECITHIBROMINE LOZENGES, containing Lecitine, Bromides of Natrium and Ammonia.

FABRICK PHARMAC. & CHEM. PRAEPARETE

JULIUS RUEFF

PFUNGSTADT (Hessen) GERMANY

ESTABLISHED 1867

THE "IDEAL" BRUSHES

TRADE MARK NO. 54282 Reg. U.S. Pat. Off.

These are **Genuine Calcutta Bristle Air Cushioned Brushes,** the only ones on the market. *Do not confound it with the wire brush.* Order through your wholesale drug or dry goods jobber.



The "Ideal" Hair Brush
Sanitary Double Bristles

HENRY L. HUGHES, - 114 East 16th St., - New York, N. Y.

Did You Read Our Offer to the Drug Trade of Canada

in the April number of the Canadian Druggist? If not, you had better take advantage of same, as the number of requests for Dr. Chase's Recipe Book, on which we print your card, have become so extensive that we had to cut down the quantity to some of the druggists. This is the last chance for you to obtain this advertising medium to draw trade to your store.

HERE IS THE OFFER which we believe you will like. It is worth your while looking into anyway, for it certainly will increase your trade with the farmers and others who are dealing at your store, and it is a chance for you to make new customers at no cost whatever to yourself. There is nothing like advertising to bring business.

We have just published a paper covered edition of Dr. Chase's Recipe Book, containing 1,000 recipes and prescriptions for medicines, toilet preparations, and household articles and a whole department on veterinary treatment which will appeal particularly to the farmers and householders. We would especially call your attention to the prescriptions for Kendall's Spavin Cure, page 50, and also a cure for Heaves, Coughs, Colds, Epizootic, etc., in horses. This prescription is on page 54. In fact, the book is chock full of recipes of every day use, and the more carefully you look into it, the better impression you will get of how useful this book will be as an advertising medium.

We want to send you a number of these books for counter distribution. YOUR CARD WILL BE PRINTED ON THE BACK, so if you will kindly give us the name of the jobber whom you buy your goods from, naming amount you could hand out, we will have the Recipe Books go forward to you on receipt of your letter.

Thanking you, we remain,

Yours very truly,

EDMANSON, BATES & CO.

close confinement, etc., does much to discourage the average young man from entering it, to say nothing of causing numerous ones to forsake its ranks and hunt for easier worlds to conquer. They that still hang on, with grim determination to win the fickle goddess of success, often have hours of despondency ; times when things seem to go all wrong, and the beacon light that bids us toil on, becomes, for the time being, obscured. We all have our dark days, times when we feel like throwing up the job and seeking a more lucrative position. At other times we become so enamored with business, so obsessed with the peculiar fascination that the drug business seems to exert over those engaged in it, that we feel proud of the profession of pharmacy. We have all felt this mercurial effect of the drug business—one day in the slough of despond, the next transported to Elysian fields.

We read much of the socalled "dark" side of the business, but I feel safe in saying that if we stopped to analyze it we would find much of it imaginary.

The young man to-day in the drug business has better prospect than almost any other clerk, for the business is fast getting better, due no doubt to the high standards, the advent of full prices again and lines like Nyal's and Na Dru Co.

We, as clerks, to-day demand better wages, have better hours than ever in the history of the business. The clerk of to-day becomes the proprietor of to-morrow, and with the opening up of the great Canadian West is offered a boundless field for the display of his business abilities.

In what other line can a clerk embark for himself on such a small capital? This in itself is a big factor. Compare the number of drug clerks that eventually go into business for themselves withother lines such as drygoods, gents' furnishings or bank clerks that become managers, and the comparison is distinctly a pleasing one for the drug clerk.

The long hours demanded are, if we only stop to think, really a benefit forcing us to save our money while our erstwhile more fortunate friends in other lines are spending theirs, and when the time comes when we are in business for ourselves, we don't look at it as any hardship to work the extra hours.

The clerk of to-day who has ability, initiative ; and an earnest desire to succeed, can, if he studies his employer's and his own interests, make his position an enviable one.

The trouble with the vast majority is that they want to obtain a maximum in return for a minimum, and look to pay day as the Alpha and Omega of their existence. How many clerks study systematically from the time they start until they go to College. I venture to say a very small percentage. And yet they expect to know the business and be real successes. Nowadays a man has to train himself, or inevitably lose out. Study more than the Pharmacopoeia, study store management, observe how the boss does things, get an idea of the values of articles handled, and train your self in a commercial as well as professional way.

A truth that I have always kept before me, having had it indelibly impressed on me when I first started clerking, is, "that a fellow who never does any more than he is paid for, never gets paid for any more than he does." If clerks as a whole, would only realize the truth of this and give a more conscientious service to their employers, they would have, I think, less cause to bemoan their position.

Take an interest in your work ; fall in love with it ; make your employer's interests your interests, and you will find the drug business will be more congenial, remunerative and satisfying than it ever has been before.

"OPTIMIST."

DR. WM. SAUNDERS.

An old and familiar face has passed out of public life in the person of Dr. William Saunders, late head of the Dominion Experimental Farm, who has retired from the position held by him for some twenty-five years.

Dr. Saunders was one of the old pharmacists of Ontario, having had a pharmacy for a number of years in London, Ont., where he established a splendid business, not only as a retailer, but also as a manufacturing chemist, his specialties being known and used by the trade for a number of years. He was a member of the first Council of the Ontario College of Pharmacy, and President from 1881-83, after which he retired altogether from the Council. His connection with pharmacy was one which brought credit to the profession, and he has always been looked up to as a leader both in knowledge and practice of his profession, and also in the valuable service which he has rendered to the government under whom he has been employed.

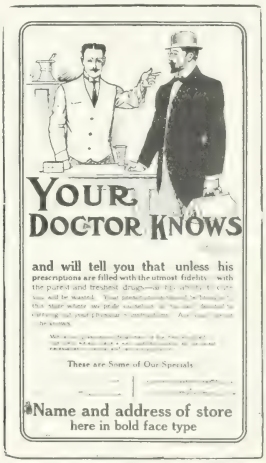
The Canadian Druggist wishes Dr. Saunders a thorough enjoyment in his retirement from the active duty in which he has been engaged, and trusts he may long be spared as an example of what a public spirited and an accomplished man may do and be.

REMOVAL.

E. Lansfield, of National Drug and Chemical Co., Hamilton, Ont., has been transferred to the Calgary branch of the Company and has left for his new sphere of duty.

A SYNDICATE ADVERTISING SERVICE.

This is an age of specializing in business, as well as in the professions. A man to make a real success of whatever calling he enters on for his career must devote his time and his thoughts in prosecution of his own special line. In order to do it and himself justice and to reap the financial reward, which of course, is the goal for which we are striving, the retailer must give full attention and continuous thought to his work, laying out his plans and then carrying them out to a successful issue, so that he has but little time even if he had the ability, to devote to the proper publicity of his business in order to meet the strenuous competition which exists to-day.



It is just here that a specialist comes in, and it is with this object in view that a syndicate such as that carried on by C. E. Zimmerman Co. of 1040 to 1050 Thirty-Fifth St., Chicago, can be of such excellent service to their retail merchant.

The service which they are conducting consists of about 100 advertisements, each one attractively illustrated. Out of this number the local merchant can pick out 52 of these advertisements to suit his own needs, thereby covering the whole year of a weekly newspaper. He has the sole right to use the service in his own town for that year, and it costs him but $1 per week for this service, divided into twelve equal monthly instalments. Advertisements are sent at once together with 52 copper-plate electros of the insertions. Besides this he is supplied with a monthly lecture written by an expert and is entitled to a number of especially written advertisements during the year. These advertisements and the literature are designed and written by Mr. Dundas Henderson, a specialist in his own line of work, and from the samples shown us we can heartily commend the style and the matter of the advertising.

We would suggest corresponding with this company and getting further particulars.

E. G. WEST & CO.

Ten years ago E. G. West, of the present firm of E. G. West & Company, started with Charles Patterson, a small Drug Sundry Agency at 61 Front St. East. After five years holding it down tight on Front Street Mr. West moved to King Street, where the business was enlarged and branched out as a General Wholesale Drug and Chemical Jobbing House under the name of E.G. West & Company.

TELEPHONE MAIN 3091



About three years ago a laboratory was opened on Duke Street where Effervescing Salts were made a specialty. The manufacturing end has been steadily growing, and will, in the future, hold a very important part in the business.

At the beginning of this year a fine, new modern warehouse was purchased at 80 George St., where the wholesale and manufacturing departments are all under one roof, and where all business can be accomplished much more systematically than in the old premises.

E. G. West & Company have one rule that -- though not often taken advantage of—makes customers know they will get a square deal, namely : Goods back at West's expense, if not as represented, or if not satisfactory in every way.

SCHOOL SUPPLIES.

Warwick Bros., & Rutter have always been to the front with the highest class of school supplies both in quality and in appearance, and their new [illegible] for this season are well up to the mark. Fancy goods and novelties for druggist-trade are also amongst the specialties of this house, and it will well repay any of our readers to go through their sample rooms and make a selection from their choice lines.

Keating's Powder



Kills Bugs

Lay in your stock of Keating's Powder early. You will find a demand for it as a protection against Moths. It will not discolor, or injure in the slightest, the most delicate fabric or costly fur.

Keatings' Powder is a sure insecticide—harmless except to insect life.

ORDER FROM YOUR WHOLESALER

MADE BY—

Thomas Keating, London, England

ESTABLISHED 1788

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

IDEAL

'CORONATION'

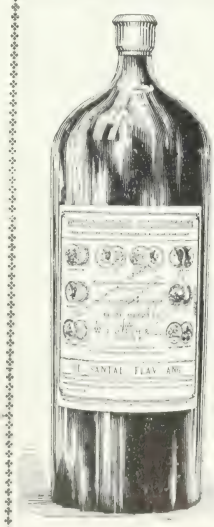
PERFUME

A Royal Bouquet Odor
Put Up in 9 Oz. Bottles
Send in your orders early

Sovereign Perfumes, Ltd.

Makers of Ideal Orchid Perfume

TORONTO



FINEST
ESSENTIAL OILS
For Medicinal Purposes
GUARANTEED. B.P. 1898 TEST.

BUSH-OTTOS
Perfume Ottos in Concentrated form, 1 per cent. solution makes finest perfumes.
Simply reqires dilution.

OLEO RESINS

FRUIT FLAVORS

FRUIT SYRUPS

Depot for
POTTER & MOORE'S
MITCHAM LAVENDER WATER

W. J. BUSH & Co
LIMITED
of London, England
490 ST. PAUL ST. MONTREAL
Toronto Winnipeg Vancouver

Glaxo

AN IDEAL INFANT FOOD

PRESENTS THE FOLLOWING

ADVANTAGES:

1. High percentage of fats.
2. No starch.
3. Easily prepared with hot water.

Glaxo

is recommended by the Medical Profession ;
is **price-protected** to the Druggist.

G. W. Davey & Co.

WINNIPEG - TORONTO - MONTREAL

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

HORLICK'S MALTED MILK

At All Fountains

Whether Cold or Hot, Horlick's Malted Milk is always a favorite beverage.

It is Delicious, Satisifying, Nourishing, and its value is appreciated by pleased customers.

No drink, whether hot or cold, is as good as it can be unless some Horlick's Malted Milk is in it.

Booklet, Direction Cards and Advertising matter sent to all fountains on request.

HORLICK'S MALTED MILK CO.
Racine, Wis.

GILMOUR BROS. & CO., Sole Agents, MONTREAL

Pharmacy

PREPARATION OF BISMUTH LACTATE.

Delluc (Bull. Soc. Pharm. Bord.) recommends the following process for making bismuth lactate, which cannot be prepared by double decomposition of bismuth salts and lactates, but only by dissolving bismuth hydroxide in lactic acid. Ten grammes of neutral bismuth nitrate are mixed with 50 grammes of glycerin and the mixture, after the addition of 100 c.c. (mils) of water, shaken until the salt is completely dissolved. Next ammonia water is added until a slight alkaline reaction is produced and the mixture is then diluted with water to which a small amount of glycerin has been added. The precipitate of bismuth hydroxide is washed first with water containing glycerin, and then with distilled water until the filterate is free from nitrates. The bismuth hydroxide thus produced may be kept under water and used whenever wanted. In a dry state it yields on incineration 96 per cent. of bismuth oxide. The dry and powdered bismuth hydroxide is heated to boiling with a large excess of lactic acid, when the former will partially be dissolved. The hot liquid is then filtered. From the filterate after cooling, bismuth lactate crystallizes out, and is collected on a filter and washed with alcohol to remove the lactic acid, until the washings are neutral to litmus paper. The precipitate when dried forms a white light powder, which when brought in contact with water decomposes with the formation of lactic acid.

SUPPOSITORY BASES.

A writer in "The Hospital" claims that while cacao butter is a very satisfactory suppository base, it is generally speaking unsuitable for use in southern latitudes. It is recommended to employ cacao butter with castor oil 10 per cent. and white wax 2½ per cent. It is incidentally noted that the addition of 1.24th grain of adrenalin to a 30 grain suppository increases the resistance of the cacao butter to heat and prevents the suppository from melting freely at the body temperature.

DIALYSED MILK.

To half a litre of milk add 0.5 gram of perhydrol ; place in a parchment dialyser suspended in 10 litres of water at a temperature of 50 to 55 degrees C. After from four to five hours the milk will be found to have increased by one-sixth of its volume, and the lactose to have diminished by one-half, while the fats and albuminoids remain in the original proportions. The milk can be sweetened by adding a tablet of saccharin, and to prevent it changing on voiling add from 0.5 to 1 gram of sodium carbonate. Dialysed milk is prescribed in cases of weak digestion and an intestinal fermentation in children.

KEEPING AMMONIUM IODIDE.

This is a difficult drug to keep in good condition if it remains in stock for any length of time. Free iodine is liberated which turns the ammonium iodide brown. This can be prevented by wrapping a cube of ammonium carbonate in a piece of cheese-cloth and introducing it into the ammonium iodide stock bottle. The product will always be white.—Bull. Phar.

THIERSCH'S ANTISEPTIC SOLUTION.

This, according to the Vierteljahrsschrift fuer Praktische Pharmacie, is made as follows :

Salicylic acid.....	1 gram.
Boric acid.....	6 grams.
Distilled water, to make... 500	grams.

Mix and dissolve.

MERCURIAL OINTMENT.

When mercurial ointment is kept in a warm place, says a writer in the Sueddeutsche Apotheker Zeitung, a separation of mercury may take place, the metal sinking to the bottom of the container, and the ointment assuming a semi-liquid condition. It is, therefore, advisable always to thoroughly mix the preparation before dispensing.

SOLUTION OF IRON CASEINATE.

The Copenhagen Pharmaceutical Society publish the following formula for iron-caseinate solution :

Dilute 700 grams of buttermilk with 500 grams of water ; strain, and allow any fat to separate. then heat to 50 degrees C., and allow to remain for an hour before separating the casein by means of a cloth strainer. Wash the casein for 24 hours and triturate with a solution of 100 grams of soluble saccharated iron oxide in 300 grams of water. Then add 70 grams of spirit 20 grams of cognac, 20 grams of compound tincture of Portugal with sufficient water to make 1,000 grams.

Compound tincture of Portugal is made as follows :

Fresh orange peel..... 150	grams
Cloves..... 5	grams
Mace..... 5	grams
Cinnamon..... 10	grams
Aniseed..... 10	grams
Spirit..... 500	grams

GLYCOGELATINUM.

Gelatin.....	20.00
Glycerin.....	30.00
Distilled Water..... ....56.00	
Stronger orange flower water..... ...	7.00
Citric acid.....	2.50

Alcohol	1.00
Oil lemon	.20
Solution of carmine	1.00

Soak the gelatin in the distilled water until quite soft, add the glycerin and continue the heat until concentrated to 90. Remove from the water bath, add the citric acid previously dissolved in the orange flower water and the oil of lemon dissolved in the alcohol and then the solution of carmine.—Uglon Woolcock.

The above is intended for the exhibition of medicinal agents in pastilles, etc.

THE QUININE SALTS.

Quinine sulphate is the least desirable of the twenty or more salts of that alkaloid used in medicine, is the opinion of F. M. Sandwith (Medical Magazine). Its solubility in water is slight (1 :800), and when it is prescribed in a mixture it is often necessary to add an acid to get it into solution, and the addition of an acid is not always desirable. When given in the form of pills or tablets it often passes through the body undissolved. The author prefers the acid hydrochloride, which is soluble in its own weight of water. But the objection to the use of this salt is its cost, and it is therefore advisable to fall back on the normal hydrochloride which dissolves in 40 parts of water. After the hydrochloride the author recommends the acid sulphate.

PREPARATION OF CARAMEL.

Dissolve 7 lbs. of crushed sugar in one pint of water, and boil in a 5-gallon copper kettle, stirring occasionally until it gets brown; then reduce the fire and let the sugar burn "until the smoke makes the eyes water." When a few drops let fall into a tumbler of water, sink to the bottom and harden sufficiently to crack, it is done. Then pour on, by degrees, about 2 quarts of warm water, stirring all the time. When well mixed, filter it through a coarse flannel filter. Some use lime-water to dissolve the burnt sugar. Care must be taken not to overburn it, as a great quantity is thereby rendered insoluble. The heat should not exceed 430 degrees F., nor be under 400 degrees F.

Syrup for Disguising the taste of Quinine.

Powdered chocolate	2 ounces
Sugar	1½ pounds
Tincture of vanilla	1 ounce
Aromatic fluidextract of yerba santa	1 ounce
Glycerin	1 ounces
Boiling water	enough

Mix the chocolate and sugar with enough boiling water to make two pints. Allow the syrup to cool and then add the other ingredients.

To a syrup so made, quinine or any of its salts may be added in the proportions desired.—Druggists' Circular.

PLASTER OF PARIS BANDAGES.

According to Vogel, plaster-of-Paris bandages can be made porous by mixing with the plaster substances which disengage carbonic-acid gas when in contact with water. To 5 parts of gypsum Vogel adds 1 part of the following mixture:

Gum acacia	10 parts
Starch	27 parts
Finely powdered chalk	27 parts
Aluminium sulphate	60 parts

Deutsch. Med. W.

A NOTE ON THE SO-CALLED EMULSION OF SILVER IODIDE.

By Jacob Frank, Ph. G.
Pharmacist of the German Hospital, Philadelphia.

When the writer first began to experiment with silver iodide with the object in view of obtaining a perfect suspension of this salt in a liquid, he used the yoke of fresh eggs with ideal results; the precipitation of the silver iodide, obtained by the reaction between potassium iodide and silver nitrate, being allowed to take place in the presence of the egg-yolk. By adhering to this method the greater part of the resulting silver iodide was kept in colloidal solution.

This method of manufacture was discarded though because of the scarcity and expensiveness of eggs at that time, and which condition still obtains at present.

After some further experiment with mucilaginous substances of various kinds, the Mucilage of Irish Moss of the National Formulary was decided upon as being, next to the albumen, the most efficient and satisfactory.

Recently it occurred to the writer that the use of typical colloid, such as gelatin, would be productive of better results, and, accordingly, some expermentation with this substitute was carried on.

Aqueous solutions of a good quality of gelatin were made, ranging in strength from 0.1 to 0.5 per cent.; the solution of the gelatin being facilitated by slightly warming. A rather curious thing about the precipitation of the silver iodide, which was obtained by dissolving the potassium iodide in the gelatin solution, and gradually adding the silver nitrate in small quantities, shaking well after each addition, was, that the resulting precipitate fell immediately to the bottom of the flask after agitation of the flask was discontinued. Shaking at frequent intervals during the next twenty-four to thirty-six hours, however brought nearly the whole quantity of silver iodide into almost perfect suspension. After the lapse of a week, without any shaking of the flask whatever, there was observed at the top of the

"Note on Silver Iodide." By M. I. Wilbert, Ph. M. American Journal of Pharmacy, February, 1900.



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REFINED GLYCERINE

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In Half Ton Drums

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QUOTATIONS GIVEN FOR ANY QUANTITY

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Placed anywhere attracts and kills all flies. Neat, clean, ornamental, convenient, cheap. Lasts all season. Made of metal, cannot spill or tip over, will not spoil or injure anything. Guaranteed Effective.

THE Daisy Fly Killer is a tightly sealed ornamental metal box provided with five holes, into which are secured felt wicks, and contains a fly-killing material. When filled with water and the cork replaced, and is thoroughly shaken (keeping it level), the fly-killing material inside mixes with the water and is absorbed through the wicks, which become moist and sweet from the inside contents, the flies being attracted by the moisture and sweetness in the wicks, get a taste of it and will soon die. The fly-killing material inside is sufficient to last through the season, for when the water evaporates there is enough of the fly-killing material inside to stand many fillings with water and prove effectual as a fly-killer. After several fillings, it is better to sweeten the water with a teaspoonful of sugar before putting it in the Daisy.

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People expect more of their druggist than they do of the ordinary shop-keepers.

His responsibilities are greater—and people like to have his store reflect the quality of the goods carried.

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give a dignity and solidity to the interior of a drug store, that cannot be obtained with any other building material. Galt Art Metal goods replace both plaster and wall paper. They are absolutely sanitary—are water, fire and rat proof—unaffected by heat, cold and moisture—cannot crack and fall down—never need repairs and last a lifetime. May be applied over old plaster, without trouble or inconvenience.

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EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz.	$ 5.35	5 Gross
¾ "	6.25	5 "
1 "	7.00	3 "
2 "	9.00	3 "
3 "	12.75	2 "
4 "	15.00	2 "
6 "	20.00	1 "
8 "	25.00	1 "
16 "	36.00	1 "

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THE "OLD RELIABLE"
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BLACK
CAPSULES
POPULAR SINCE 1836

The formula of our late Mr. H. Planten

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"The Pioneer American Capsule House"

The Consolidated Fruit Jar Co.

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—MANUFACTURERS OF—

Sprinkler Tops,
Talcum and Tooth Powder Tops,
Collapsible Tubes, and
All kinds of cast metal goods.

WRITE FOR PRICES

WONDER-SHINE

SILVER CLEANER

HOUSE CLEANING TIME



REMOVES TARNISH WITHOUT RUBBING

WONDER-SHINE TIME

At no other season of the year can you, by **Window Displays** and **Local Advertising,** increase the sale of this profit earning line as readily as at this season

The house-wife, deep in the labor of Spring cleaning, will welcome the introduction of this labor-saver.

The 50 Profit to You on WONDER-SHINE makes it worth while to push the line.

Our strong advertising campaign assures you a large demand. Have you a stock on hand?

Write us about window display cards and other selling helps

Household Convenience Company Limited

Toronto - Canada

flask a very slight margin of supernatant liquor.

As stated above this same method of procedure was carried out with 0.1, 0.2, 0.3, 0.4, and 0.5 per cent aqueous solutions of gelatin. These various mixtures were allowed to stand, protected from light, at room temperature, for a period of at least five weeks, and comparisons made. I might here state that time seems to be an important factor in making these suspensions ; from week to week one could notice that they are becoming more and more homogenous. All of these suspensions of the silver iodide were very good, but to the writer it seemed that the one containing 0.3 per cent. of gelatin was almost perfect. In fact it had the appearance of cows' milk, rich in cream, with but a slight sediment at the bottom of the flask and which was readily suspended by a gentle shaking.

It was not possible to separate this colloidal suspension from the liquid by filteration, because it passed through the pores of the finest filter paper.

Examined under the microscope a drop of the freshly made preparation exhibits the usual appearance of powdered silver iodide. But after the preparation has been made some time a marked change is at once observed. The action of the gelatin, which must be a mechanical one, has reduced the silver iodide to a remarkable degree of pulverization.

A FRANK ADVERTISER.

A gentleman who has a Christian spirit and a horse for sale, advertises as follows in a Minnesota paper :

"We have a good family driving horse for sale, providing you carry insurance.

"He is not overparticular as to feed. In fact he prefers our neighbors' haystacks and corncribs to our own.

"We feed him whenever we can catch him, which is seldom.

"He is partly gentle. The other parts are not, and you must govern yourself accordingly.

"We will throw in the derrick and telegraph pole combination, which we used to hitch him up with.

"If you are fond of driving, we would advise you to engage a cowboy, that owns a fast horse to do your driving, and be sure and get on top of the barn before he begins to drive the horse.

"For price and coroner's address, apply to the owner."—Selected.

KENT M'CLAIN AGAIN.

Mr. N. F. Suddaby's store at Fernie, B.C., still holds its distinguished place as an example of what a drug store interior should be. It was instrumental in sending a great deal of high-class work to the same makers, Kent-McClain Limited, (Toronto Show Case Co.), Toronto.

THE WORLD'S GLYCERINE SUPPLY.*

By W. Cullen

Most people know that the basis of the explosives which are consumed on the Rand, and indeed throughout South Africa as a whole, is nitro-glycerine. One might even go further and say the same holds for mining throughout the world, but this was not always so. In spite of the invention of compositions which were alleged to be many times as strong as nitro-glycerine, this body and explosives having it as their base now occupy a position which for rough and ready work is absolutely unchallenged, and will probably remain so. Nitro-glycerine, as you know, is made from glycerine, which is a by-product from the soap and candle industry. It is not so very long ago since it was run to waste, and this continued until indeed nitro-glycerine found its place in the world of explosives. Now it has a value of £100. to £110. a ton, and the reason for this phenomenal advance may well be asked. The question is easily answered. Quite apart altogether from the unique position of nitro-glycerine explosives as compared with others, their consumption as a class has increased enormously during the past two decades, but the most phenomenal increase has been during the past decade. Every Power which has a standing army has adopted powder which contains nitro-glycerine in greater or lesser proportion. This applies to the Japanese among others, and Dr. Weiskopf is now manager of the factories where the explosives are made for the navy. Then take our own South Africa. Within the past ten years the consumption has more than doubled ; in Canada during the same time it has probably quadrupled, and even in the older European States the increase during the same period has been phenomenal. Then the Panama Canal itself could take the entire production of Modderfontein or Somerset West. All this increase would not matter so much if the industries from which glycerine comes as a by-product were expanding correspondingly, but this is not so. People may be using more soap, but it is questionable whether they are using more candles. At any rate there has not been an expansion corresponding to that in the consumption of explosives, so the only thing which could possibly happen has happened. There is a shortage, and prices have soared up. Some people are unkind enough to advance other reasons, but the one I have given is the true one, and can be verified by independent examination. The position in a very short time, if it is not today, is that there is not enough glycerine to go around. The outlook is exceedingly serious, and that is why I sound this note of warning. Peo-

* Read before [illegible]

ple in the "know" have been trying to find a substitute for blasting gelatine for the past few years, and I am giving away no secret when I say that one has not been found as yet, nor do I think it will be. Gelignite and gelatine dynamite do not offer so much difficulty, but I cannot give you the composition of any of the "substituted explosives" because I do not know them myself yet. I am safe in saying, however, that the existing processes at Modderfontein will be profoundly altered, as they will be in almost every factory in the world. How about mining? If a substitute for blasting gelatine is not found will our mining methods want modifying? My impression is that they will want profound modification. We shall have to find this out, and it is imperative that we start doing so now, for the changes that I have indicated will come about very soon.

SUGGESTIONS AS TO RUBBER GOODS.

"When selling rubber ice bags advise the customer to put the cracked ice in a basin of cold water for a minute before putting it into the bag. This takes off the sharp edges which otherwise might cut the rubber and shorten the life of the bag.

"Rubber hot water bottles should be filled only to half or three-quarters of their capacity, the sides of the bag being compressed until the water appears at the mouth, when the stopper is to be inserted and screwed tight. The air being thus removed, the rubber does not have to bear nearly the amount of strain it would otherwise have to sustain, and there is much more comfort for the patient using it. It is soft and pliable and conforms to the shape of that part of the body to which it is applied instead of being hard like a football or punching bag.

"It is often necessary to attach new hard rubber screw fittings to syringes, stethoscopes, etc. But nine times out of ten the threads differ. A little force is used and bing! your fitting has a pretty little crack in it. Try boiling the fitting in water for two or three minutes. The hard rubber softens, after which the rest is easy, and you have done a neat little job.

"When making connections with soft rubber tubing, stick the ends in boiling water for a few minutes and see how much further they will stretch."

SHOP HELPS.

To dye pampas grass mix five cents' worth of aniline to a half tub of water, then dip in the pampas grass and dry.

Old newspapers are good glass polishers.

To clean nickel fixtures, mix ammonia with a little whiting, rub on thoroughly and then polish with a soft rag.

The best way to clean palms is to use warm milk—one quart will go a long way.

When washing plate glass, use a little ammonia in the water—it will cut the dirt.

To clean pencil and finger marks on drawing paper, use fresh white bread and rub over the soiled surface. It will be made perfectly clean.

To clean alabaster goods, boil soap in water and with a soft brush wash the goods. Dry with a soft cloth. To remove grease spots from such goods, use a little ammonia in the water.

To make a cloth fireproof, take one part sulphate of zinc and one part spirits of sal amoniac; dissolve in six or eight parts of water; dip the cloth in and then squeeze out and put to dry. This will make the cloth absolutely fireproof.

Milk is the best polisher for such woods as cherry, walnut, apple and pear. Remove all dirt and dust, then rub on milk, after which dry with a soft rag. Repeat operation several times. Milk is preferable to oil.

TO CLEAN SODA FOUNTAIN UTENSILS.

Should you use a copper work board, keep it bright by using the following: Make a saturated solution of oxalic acid, 8 ounces to one gallon of water; dip a hand scrub into this, then into powdered pumice stone, and scour, using plenty of water to wash away all poisonous matter; polish off with sapolio, and it will not tarnish. Use the following for cleaning greasy glasses, milk bottles and counters, it is much better and cheaper than soap: Take 2 pounds of washing soda, dissolved in one gallon water, a small amount is a powerful cleanser. Keep all metal parts, glassware and mirrors bright. A few cut flowers give an inviting tone, cost little and look much better than artificial. Use plenty of good attractive advertising, which is furnished so liberally by the makers of soda water supplies; push plain drinks, such as phosphates, root beer, coca-cola, on which the most profit is made. Do not put in too many new specialties, as it ties up money and does not pay, since the demand must be created.—Herman H. Koegel, at Kentucky Ph. A. Meeting.

CHANGE OF MANAGEMENT.

Mr. T. Nevin, who has had charge at Montreal of the Canadian business of Burroughs, Wellcome & Co., since its inception, has been transferred to New York to take over control there. He has been succeeded by Mr. J. S. Lang, who looked after the firm's interests in Toronto for the past five years. Mr. Lang served his apprenticeship in Peterboro, Ont., and is an O.C.P. graduate..

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To All Druggists

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LONSDALE & BARTHOLOMEW are again offering their exquisite

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FREE OF ALL COST. This book contains a big range of entirely original designs, and prices suitable for all classes. It will cost you absolutely nothing, and no risk attached whatever.

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Our Specialities are:

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Wholesalers and Publishers please apply for free samples and prices.

Illustrated Post Cards

Brown, Black and Colored

Birthday, Comic, Etc.

Please send five dollars for the newest and finest German novelties at wholesale rates.

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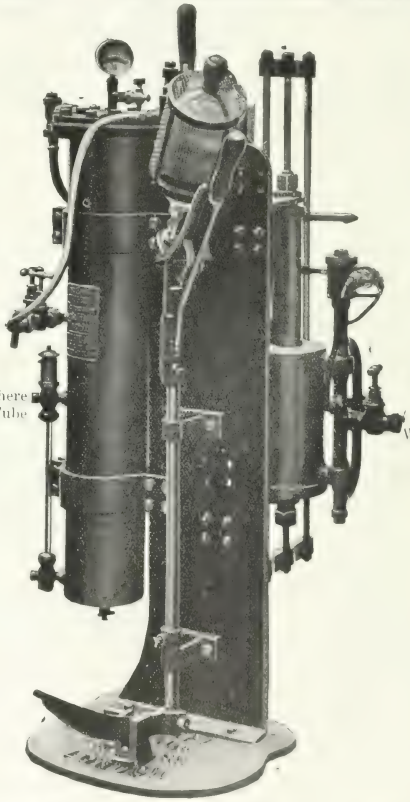
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Producing a continuous supply of the most perfectly aerated and filtered Water without the slightest work

Your Own Syphons filled at a cost of One Penny per dozen

Every drop filtered and carbonated simultaneously



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Flugel & Co., Carbonating Engineers,
21 Lime St. E. C., LONDON, ENGLAND

SUNDAY CLOSING.

R. A. Leet, in an A. Ph. A. paper, considers that the proposition of Sunday closing appeals strongly to the average druggist, and that his hesitation in adopting it is mostly due to the fact that he does not feel sure that he can afford it. The firm with which he is connected has had experience that may assist some of the druggists who are considering this question, therefore he gives the facts that have developed in their own case.

They commenced closing their stores on Sundays except between 9 a.m. and 2 p.m. in 1907. At that time the trade on Sundays was a very substantial portion of the whole business, so large that if they lost it without any corresponding gain through the week, they would be very seriously crippled.

After nearly three years now he feels prepared to speak on the question of pecuniary loss, and knows if there is any at all it is so very slight that the advantages and benefits accruing far more than offset it. The receipts of course were very much reduced on Sundays, but they were sufficiently augumented during the week to offset the reduction. He feels certain that as a result of better hours, they have had a choice in the selection of clerks such as they would never have otherwise had. He knows that good men have been influenced to place their application with them by reason of their Sunday closing, and the morale of the working force is on a higher plane. On these accounts alone they are more than repaid for the stand taken ; and, be it understood, they are absolutely independent in this movement, having closed their stores regardless of the fact that their competitors kept open.

Now as to the matter of serving the public in their necessity. In their own case the doors were closed and curtains drawn, but they had a notice on the doors that the firm would still be ready to fill prescriptions and supply urgent requirements. By this arrangement, shifts have been so adjusted, that it is not necessary for any man in their employ to work all day on Sunday oftener than about once in eight weeks.

He believes that in smaller communities, or in the case of stores less prominently located, the stores could be closed absolutely except within certain hours, and that any urgent need could be taken care of by having the address of the proprietor or his clerk posted on the door so that he might be called on. They adopted successfully such a course as this latter with regard to the night service. A night clerk service was discontinued after it had been in force for thirty years. and they have yet to hear a substantial complaint, either from a physician or a customer. The number of impositions has been very small indeed, and in fact the number of calls has been minimized. By keeping actual count of calls for a period of a year before abandoning the night clerk system it was found that the percentage of really necessary calls was very small indeed. If a drug store is kept open for a certain few hours during the day on Sunday, and perhaps for one hour in the evening, and the public made fully aware of the fact, the percentage of calls outside of these hours that are entitled to consideration will be extremely small.

There are some few important details to be considered when Sunday closing is decided upon. In the first place, it is very important that no action should be taken which would appear arbitrary to the customers. They will be found practically unanimously in favor of any movement for the betterment of hourss if it is presented to them properly. Yet the same people will freely critise the druggist as being independent and indifferent to their urgent needs if he does not take them into consultation about shortening the hours of service to them. Moreover, by acting arbitrarily the druggist will leave an opening for a competitor to insinuate his indifference to suffering and to emphasize the competitor's readiness to nobly serve every hour of every day, Sundays as well as other days.

In their own case they first of all sent out a personal communication to each physician, telling him it was their intention to close, if the plan was agreeable alike to the physician and the community at large, but emphasized the fact that regardless of their desire to better their condition, and that of their employees, they realized that the first duty was to minster to the needs of patrons, and that in the case of a very small percentage of unfavorable replies, the plans would be reconsidered.

Similar notices were sent to all customers and large advertisements were placed in the local papers, giving their reasons for the movement and asking for an expression of approval or disapproval. The personal communications were responded to almost without exception, and they received thousands of signed coupons cut from the papers. There are but two unfavorable answers among the replies received.

With this endorsement, the firm entered upon the plan with enthusiasm, and at present, after almost three years trial, repeat what they have often said before, that there has been no single action in connection with the conduct of their business that has given them so much satisfaction.

Most great plans fail from a lack of proper attention to details in the execution. The American failing is a lack of thoroughness.

POST CARDS A GOOD SIDE LINE.

Post card selling is not as small as it looks. The price of one cent, or two cents, or even five cents for a card is small, but those in the trade know that the sales are rarely of a single card. I am familiar with the business of one dealer who sells all his cards at one cent each, says the National Druggist, and yet makes sales frequently of from fifty cents to one dollar. This dealer makes his post cards largely an advertisement for his store by his uniformly low price, which is a cut rate. He pays as high as $2.00 or $2.50 per hundred for some cards, but, of course, there is an average net profit, and he gets the bulk of the post card trade in his town.

However, the all-one-cent idea would not suit most dealers, and I do not know that I recommend it unqualifidely. There is a large demand for high grade cards selling at prices from five cents up to twenty-five, and these cards pay a handsome profit.

A good line of first-class cards will sell to the first-class trade, the kind of trade the druggist wants. These cards should be, first, a carefully chosen assortment of local view cards in the black and white, and in the colored sorts.

My experience with American-made cards has been most satisfactory right in close competition with dealers selling the foreign-made cards.

The recent raise in the duty on post cards has made the prices on imported cards a little higher, and this, with the continued improvement in American work makes the quicker method more attractive than before.

Local Views Can Never go out of Style.

The local view card is the card that never goes out of style. Other cards have their day and are forgotten, but the local view card is the backbone of the business—the cause of the business in fact.

There must be frequent new additions to the local view card stock. While the transcient trade will buy cards which are not new stock, the local trade, which is what the druggist wants, calls for something new all the time. Lots of variety and frequent changes keeps the people coming in to look at the cards.

Of high grade cards outside of the local view line there are endless varieties, and none sell better or need to be stocked with greater caution than the cards for special days.

Especially in Thanksgiving, Christmas, New Year's and Easter cards is there a large sale, the postals having taken the place of other cards and of booklets.

Experience alone will tell a dealer how much to buy of such goods, but it is well to buy sparingly, and buy early and put the cards on sale early. By early, I mean that Easter cards ought to be put on sale just as soon as the Valentine cards are out of the way. Thanksgiving cards will begin to sell late in October, and Christmas cards will sell from the middle of November on. Valentine cards sell right after New Year's day.

It is better to fall short a few cards on special days than to have two or three hundred left over, and when the cards are put on sale early, the stock and the sales can be watched and extra cards ordered by mail up to within two or three days. It is even worth while to telegraph for two or three hundred at the last minute if there is a certainty of enough sales to have to turn people away unsatisfied.

Birthday Cards Have Steady Demand.

The standard cards that sell next to views are birthday cards, and there is a steady demand for them. A good variety ought to be carried.

Name cards have a steady though rather limited sale. Floral cards are always popular and can be had in handsome designs in silk and satin finishes. Bird cards with the natural feathers on them are among the high-priced cards.

Cards with lovers, or popular songs or good luck tokens are among the standard cards.

In order to promote the sale of larger packages of cards it is wise to keep certain lines of cards put up in sets, especially cards requiring a half dozen or so to tell a story. The local view cards, too, will sell in sets. There should always be kept a supply of packets already made up containing one of each kind of local cards you have, and the whole marked with a description of what it contains, with a price on it that is lower by quite a little than the cards come to individually.

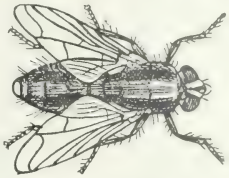
The novice in the business should buy in small quantities, and buy often. It is very easy to tie money up in unsalable cards. Post cards run up into money faster than one thinks.

Stock suggested for "Sideline" beginners.

A good assortment of cards for a beginner who wants to try the business in a tentative way would be something like the following :

1,000 each 10 kinds local view cards, black and white, at $5.50 per thousand	$ 55.00
1,000 each, 10 kinds of local view cards, colored, at about $8.00 per thousand	80.00
1,000 local greeting cards, being floral designs with "Greetings from Brownville" on each card	7.50
1,000 assorted birthday cards, 50 of a kind, or, better yet, 100 of a number, each number being six assorted designs	10.00
500 comics large assortment	4.00
1,000 assorted Christmas cards	7.50
1,000 assorted fancy cards, all grades, average	20.00
	$184.00

This may seem like a pretty good sized invest-



Enterprising Druggists

Interest themselves in the sale of

WILSON'S FLY PADS

BECAUSE
They are the Best Fly Killers made, and

BECAUSE
They yield a Larger Profit than any other well advertised proprietary article.

Boran Freckle Cream

(Made in Germany)

Positively Removes Freckles

These goods put up in handsome Counter Box of 1 Doz. Tubes to retail at 25c.

Will be an excellent seller and good profit.

Ask your Wholesaler to send you a Box.

SELLING AGENTS FOR CANADA:

John G. Harvey Limited

Toronto

FLICO FLY CATCHER

Your customers know and appreciate that Flico is much cleaner than any fly paper.
Can be hung anywhere without fear of it falling on the carpets or coming in contact with other articles.

Price $2.40 per gross

Packed three dozen to the carton. - - Retails two coils for five cents.

Big Profits to the Trade

If you have not already done so, place your order now and so save disappointment, as last year we were oversold.
If you have not sold Flico before, write for free samples and state who your wholesaler is.

For Sale by All Wholesale Druggists

For Full Particulars Write Canadian Agents:—

MACLAREN IMPERIAL CHEESE COMPANY, LIMITED

Manufacturers and Importers Grocers' Specialties

TORONTO and MONTREAL

ment, and, of course, if one were to stock simply the stock cards, omitting the local views, it would be much less expensive, but it is the local view cards that sell, and if one expects to get any post card business worth having, the views are a necessity. Less than a thousand of a kind may be bought, but the price is higher per thousand, and a thousand of a kind is none too many if you can work up any business at all.

Display of Goods All Essential.

Display is everything in selling post cards. They sell themselves, as a rule, and most buyers need no waiting upon except to take their money and put the cards into an envelope.

And speaking of the envelope, it offers a chance for some good advertising.

On the outside of it should be stamped or printed a good advertisement, frequently changed. A rubber stamps will do this without expense and the envelopes themselves in a $6\frac{3}{4}$ size can be bought for 60 cents a thousand in white or manila.

Inside of every envelope should be inserted a folder of some sort. This chance to get people to carry advertising matter home should not be lost. Good folders and booklets should be used and a stock of envelopes should be kept filled in advance ready for use.

Occasional window displays will help the card sale, and there should be a good, plain sign, visible from the street up and down. Simply "Post Cards" is all it needs to say.

The further that sign shows the more people it will bring into the store.

DOCTORS DEFEND COCA-COLA.

The News of Birmingham, Atlanta, Ga., commenting editorially on the case of the United States Government against the Coca-Cola Company, in which the Government lost its case says :—

"For nearly two years the United States Government has been waging war on the Coca-Cola Company of Atlanta. The fight on this concern has been carried on by the Government through its Pure Food Bureau of which Dr. H. W. Wylie is chief. The case was hung up nearly two years by the Government, and the Atlanta Company appears to have had considerable trouble in getting the Government to take up the case and push it to a conclusion. In the meantime, this important industry has been suffering in its business because of the sword hung over its head. The News has no hesitation in saying that the Government has made out a very bad case.

Caffeine the Chief Drug.

"The bulk of the dozens of expert witnesses, physicians and chemists of national reputation, both of the Government and in rebuttal for the Coca-Cola Company, have virtually testified of one thing and of one thing only, that the only drug or principal of any importance in the popular drink, Coca-Cola is caffeine, which is the essential alkaloid in coffee, tea and cocoa. The experts have shown little difference over the amount of Caffeine in Coca-Cola. Their only divergence has been as to the effects of the continued use of a drink containing Caffeine, and as to the number of grains of the alkaloidal principal which can be taken into the human system without temporary or permanent deleterious effects.

No More Harm Than Coffee.

It has been clearly established that there is only $1\frac{1}{2}$ grains of Caffeine in an ounce of Coca-Cola. It seems very clear from the bulk of the expert testimony, that there is no more harm in this popular drink than there is in coffee or tea; that is, if a person drinks too much of any one of these beverages, which cheer, though they do not inebriate, in any one day or week or month, he will be injured.

"It must be concluded, therefore, that there is no more justification in trying to enact prohibitive legislation against Coca-Cola and the soda water dealers, than there would be in trying to regulate the grocers and restaurants in their sale of coffee and tea."

SWEEPING COMPOUND.

Sweeping compounds are of various composition. Many druggists use Linseed Meal exclusively and it gives good service.

Equally well is a mixture of various parts of Linseed meal and clean pine sawdust.

A most excellent antiseptic compound is made by melting one ounce of paraffin in two pints of paraffin oil and incorporating this thoroughly into the following mixture : Salt, 4 oz.; sand, 4 lb.; sawdust, 5 lb.; Finally add one ounce of oil of Eucalyptus and mix the whole thoroughly.

SUGGESTIONS AS TO RUBBER GOODS.

F. W. Scott, Jr., in Druggists Circular, favors us with the following "tips" which are of interest, and should prove of value.

"Here are two or three suggestions that may help to lessen the aggravations and exasperations of Brother Druggist who sometimes thinks things not altogether in accord with his mild voice, cheery smile, and generally pleasing manner.

KENT-McCLAIN AGAIN.

Mr. H. P. Broughton's magnificent new store fittings in Oak have stirred things up in the Soo. Druggists and other merchants there are talking a good deal about the work done by Kent-McClain Limited, (Toronto Show Case Co.) Some of them have got busy already.

New Premises New Goods New System

and we want new customers to try SAME OLD PRICES.

E. G. WEST & CO.,

Wholesale Druggists 80 George St., Toronto

Bulletin No. 221, Inland Revenue Department, declares our Effervescing Sodium Phosphate free from all traces of Arsenic.

Our Effervescent Salts are made with scrupulous care by expert chemists, and are guaranteed.

Large Crystal, Perfect Effervescence, Distinct Medicinal Action.

West's Effervescing Sodium Phosphate : : : : 5 lb bottle, $2.00 per bottle.
West's Effervescent Magnesia Citrate : : : : : 5 lb. tin, $1.35 per tin.
West's Old English Sherbet : : : : : : : Per 5 lb bottle, $1.00.

—THESE ARE QUALITY GOODS—

Westcara (Fluid Extract Cascara Aromatic).

Made Right, Acts Right, Is Right and Prices Right

——SEND FOR SAMPLE——

New Canadian Branch
SPECIAL OFFER

Having opened complete laboratories and office in Windsor, I want to make the following special offer to Canadian retail druggists:

DURING

MAY and JUNE

ONLY

I will give as a bonus on any assorted order amounting to $12.00, two dollars' worth of preparations free; 100 samples of Kosmeo Cream, Kosmeo Powder and Bonalaxa; 50 of my 64-page books on the complexion and hair (describing all my preparations) and in addition will address letters to 100 of your best customers inviting them into your store for the samples and books.

Terms 5 for cash in 30 days, freight or express prepaid.

Kosmeo Cream	$4 20
Kosmeo Face Powder (white, flesh & brunette)	4 20
Hair Restorer (name changed to hair color)	8 40
Bonalaxa (the bon bon laxative)	2 10
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugenie Enamel—white or flesh	8 40
Bath of Isis for the hands	2 50
Rose Bloom, liquid rouge, pink and damask	4 20
Stick Rouge, for lips and cheeks	2 10
Cactico Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygienic Skin Food	4 20
Toilet and Nursery Powder	2 10
Depilatory Powder	2 10
Oat Al	2 10
Bleaching Cream	6 30

ADDRESS

Mrs. Gervaise Graham

46 Ouillette Ave., Windsor Ont.



Make
Your Soda Fountain
A Summer Resort

Look on your soda fountain as an asset that can be made one of the biggest producers in your business. Don't be satisfied to just serve people who *ask* for a drink—make them want to come in and get one. Make it look cool, fresh, inviting—give it a "summer resort" look. This is how—

Put In Your Stock of

Coca-Cola

The one beverage with the real summer resort breeziness, freshness and vigor—a trip to the seaside in every glass. Let us help to make your fountain a delight to the eye. It won't be long before people will appreciate the difference—what you're doing to cool, refresh and rest them. They'll come in for **Coca-Cola**—they'll come for the summer resort joy. Why, it will make the drinks taste better to them, and *you* will get the credit of serving them better.

Get Busy Now

Order (from your jobber) to-day

THE COCA-COLA CO

Coca-Cola is made in Canada

Whenever you see an Arrow think of Coca-Cola

TORONTO and MONTREAL

Your Cash Register



Will Ring Oftener

IF YOU USE

"TRUE FRUIT" SYRUPS and CRUSHED FRUITS

EXCLUSIVELY AT YOUR FOUNTAIN

THE REASON WHY—Only the choicest, selected, fresh, ripe fruit is used in the making of these products.

We try to make EVERY PACKAGE so superior in quality that it will compel your future preference.

Made by special cold process, under expert supervision, by experienced employees, in the largest and most completely equipped factory of its kind in the world.

There is no place where it is more important to HAVE QUALITY and to TALK QUALITY than AT THE SODA FOUNTAIN.

It will give prestige and tone to your entire business.

It will give your store the reputation of being high class and furnishing high grade goods.

It is important enough to demand your attention and to compel your preference for "TRUE FRUIT" SYRUPS AND CRUSHED FRUITS even if they cost a little more—they're worth more.

ASK YOUR JOBBER

J. HUNGERFORD SMITH COMPANY Limited

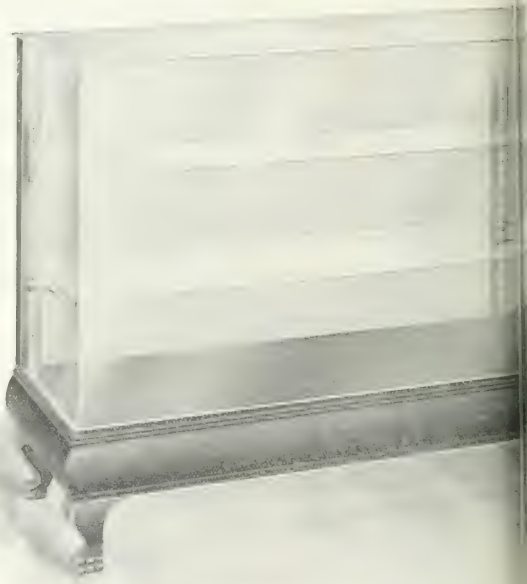
Mfrs. "TRUE FRUIT" Soda Fountain Requisites

TORONTO

SHOW CASES an

AVOID REGRETS

BY
Keeping in Mind
HIGH QUALITY
rather than
LOW PRICES.



"ECLIPSE" All Crystal M

Kent-McClain Limited

181-199 Carlow Avenue - -

TOR

SHOP FITTINGS



REMEMBER

Fixtures last a
Life Time.
At least they
SHOULD.
Ours
DO.
Write for our Catalogue

Down Silent Salesman

Toronto Show Case Co.)
rner of Queen St., East
NTO

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

SUMMER DRINKS.

Ginger Ale.

(1)

Plain syrup, 42 degrees T..... 1 gallon.
Compound tincture of ginger 4 fl. ounces.
Acetic Acid..... 4 fl. ounces.
Sugar coloring..... ½ fl. ounce.

(2)

Plain syrup, 42 degrees T. ... 1 gallon.
Tincture of ginger..... 4 fl. ounces
Tincture of capsicum ..... 1 fl. ounce.
Sugar coloring..... ½ fl. ounce.

Use 1 to 1½ ounces of flavored syrup to each bottle. If desired, the bouquet may be enriched by the use of one or more of the following ingredients :

Essence of vanilla (per gal.) 2 drams.
Butyric ether (per gallon) 4 minims.
Otto of rose (per gallon).....1-3 minim.

Half an ounce of Spanish licorice to the gallon will considerably improve the flavor. (Drinks of the World).

Ginger Beer.

Bruised ginger..... 250 grn.
Loaf sugar..... 1 lb.
Potassium Bitartrate..... ½ oz.
Sour Yeast..... 2 oz.
Water (boiling)..... 6½ pints.

Digest the ginger in the water until cold, add the other ingredients, and put in a warm place to ferment. After three days strain.

Effervescent Ginger Beer Powders.

A.—Sodium Bicarbonate..... 30 grn.
Tinct. Ginger..... 10 min.

Mix and dry. Wrap in blue paper.

B. Tartaric acid..... 30 grn.
Powd. sugar..... 1½ dr.

Mix. Wrap in white paper.

For use, dissolve the contents of the blue and white papers in separate quantities of water ; pour the one solution into the other and drink during effervescence.

Essence of Spruce Beer.

Oil wintergreen..... 1 fl. oz.
Oil sassafras..... 2 fl. oz.
Oil lemon..... 2 fl. oz.
Oil cassia..... 10 drops.
Magnesium carbonate..... 1½ ounce
Diluted alcohol..... 6 pints.

"Mead" Syrup.

Oil of sassafras, 20 drops ; oil of cloves, 20 drops ; oil of nutmeg, 20 drops ; oil of pimento, 10 drops ; oil of cinnamon, 5 drops ; oil of coriander, 10 drops ; oil of lemon, 2 drachms ; extract of vanilla, 4 ounces ; alcohol, 8 ounces ; water, 4 ounces ; magnesium carbonate, 1 oz. av.

Mix the oils and dissolve them in alcohol. Rub the magnesia with a little water ; to this add the balance of the water and the extract of vanilla. Mix both solutions and filter.

Then, to make the syrup, mix

Mead extract..... 2 ounces
Fruit acid..... 1 ounce
Caramel, a sufficient quantity.
Simple syrup, enough to make... 1 gallon

ARTIFICIAL MINERAL WATERS.

Apollinaris.

Potassium sulphate..... 240 grains
Sodium chloride..... 270 grains
Sodium bicarbonate..... 600 grains
Sodium sulphate..... 180 grains
Magnesium carbonate..... 200 grains
Carbonated water, to make..... 10 gallons

Vichy.

Sodium phosphate..... 200 grains
Potassium sulphate..... 120 grains
Potassium bicarbonate..... 360 grains
Sodium chloride..... 300 grains
Ammonium carbonate..... 15 grains
Sodium bicarbonate..... 800 grains
Carbonated water, to make..... 10 gallons

Kissengen.

Sodium chloride..... 2 ounces
Sodium bicarbonate..... 2¾ ounces
Magnesium sulphate..... 3½ ounces
Sodium chloride..... 5 ounces
Magnesium bicarbonate..... 100 grains
Potassium bicarbonate..... ½ ounce
Carbonated water, to make... 10 gallons

Congress

Potassium bicarbonate..... 360 grains
Magnesium sulphate..... 5 ounces
Sodium chloride..... 2¾ ounces
Sodium bicarbonate..... 4 ounces
Calcium carbonate..... 115 grains
Carbonated water, to make... 10 gallons

Seltzer.

Sodium chloride..... 2½ ounces
Sodium bicarbonate..... 4 ounces
Magnesium sulphate..... 1½ ounces
Calcium carbonate..... 96 grains
Magnesium carbonate..... 50 grains
Sodium phosphate..... 1¾ ounces
Carbonated water, to make... 10 gallons

Lithia.

Sodium bicarbonate..... 450 grains
Sodium chloride..... 230 grains
Lithium carbonate..... 160 grains
Magnesium sulphate..... 240 grains
Potassium sulphate..... 70 grains
Calcium carbonate..... 15 grains
Carbonated water, to make..... 10 gallons

In preparing these artificial mineral waters, the separate salts are dissolved in a gallon of water and allowed to stand for a day, that any precipitate formed may subside and the solution then filtered, after which it is diluted to 10 gallons, and charged with the carbonic acid gas.

SALINE LAXATIVES.

The following are typical formulas taken from various sources :—(Bull Pharm.)

Effervescent Saline.

Exsiccated sodium sulphate... ..... 2 drs.



The gum that is good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

Sodium potassium tartrate, in powder	9 drs.
Sodium chloride, in powder	15 grs.
Sodium bicarbonate, in powder	1 oz.
Saccharin	¾ gr.
Tartaric acid in powder, sufficient to produce	3 ozs.

Dry the ingredients separately, reduce them to fine powder, and mix intimately.

Effervescent Saline.

Acid potassium tartrate	1 lb.
Exsiccated magnesium sulphate	3 lbs.
Refined sugar, in powder	11 lbs.
Sodium bicarbonate	6 lbs.
Tartaric acid	6 lbs.

Mix.

Effervescent Saline or Febrifuge Powder.

Acid potassium tartrate	1 oz.
Exsiccated magnesium carbonate	1 oz.
Heavy magnesium carbonate	1 dr.
Potassium bicarbonate, in powder	2 oz.
Potassium chlorate, in powder	1 oz.
Sodium bicarbonate, in powder	5 ozs.
Refined sugar, in powder	2 ozs.
Tartaric acid, in powder	7 ozs.

Mix.

Health Salt.

Exsiccated magnesium sulphate	12 ozs.ss
Light magnesium carbonate	2 ozs.
Refined sugar, in powder	20 ozs.
Sodium bicarbonate	38 ozs.
Tartaric acid, in powder	40 ozs.

Mix.

Summer Salines.

I.

Sodium bicarbonate	2 ozs.
Tartaric acid	1 oz.ss
Cream of tartar	1 oz.ss
Dried sodium sulphate	1 oz.
White sugar	6 ozs.

Mix.

II.

Tartaric acid	2 ozs.
Sodium bicarbonate	2 ozs.
Magnesium sulphate	1 oz.
Cream of tartar	2 ozs.
Granular effervescent magnesium citrate	2 ozs.
White sugar	4 ozs.

Mix.

PASTE THAT WILL KEEP.

Good white flour is mixed with cold water into a thick paste, care being taken to break up all lumps. Boiling water is then added, the paste being well stirred until thoroughly cooked. To six quarts of the product are added one half half pound of light brown sugar and one quarter ounce of corrosive sublimate previously dissolved in a little hot water. When the paste is cool one drachm of oil of lavender is added. This paste will keep for a long time without turning moldy.

THE BRUNSEN CENTENARY.

The centenary of Robert William Brunsen, the famous German Chemist, was commemorated on March 31st, 1911, by a number of his old students and admirers, and an address was sent to the University of Heildelberg together with a wreath to be placed on his monument which is situated in one of the streets of that city.

The address which accompanied the wreath was signed by the representative Presidents of the Chemical Society, the Institute of Chemistry and the Society of Chemical Industry.

The following is a copy of the address from the old students, which together with the notes of Bunsen's life, we reproduce from the Chemical Trade Journal (London).

"We, the undersigned British chemists, who have had the honor and benefit of working at Heidelberg in the laboratory of the great master of experimental chemistry, Robert Bunsen, with whose name and fame your University is imperishably associated, desire on this 31st day of March, 1911, the centenary of his birth, to give expression to the feelings of esteem and affection in which we hold his memory. We shall ever regard it as one of the most fortunate circumstances of our lives that we have enjoyed the opportunity of coming under his personal influence as a teacher and investigator, and of learning to know and appreciate the beauty, simplicity, and dignity of his character."

With the details of Bunsen's life most of our readers will be familiar. Robert William Bunsen was born at Gottingen on March 31, 1811. His father, Christian Bunsen, was chief librarian and professor of modern philology at the University. After passing through the usual course in the Gymnasium at Holzminden in Hanover, Bunsen, entered the University in 1828, studied chemistry under Stromeyer (the discoverer of cadmium), and obtained his degree in 1830. He then visited Paris in September, 1832, and remained there until the spring of 1833, meeting Reiset, Regnault, Pelouse, and Despretz. Subsequently, having visited Berlin and Vienna, where he became acquainted with the scientific men of those cities, Bunsen returned to Gottingen, where, in 1834, he was admitted by the University as Privatdozent in Chemistry. After Stromeyer's death in 1835, Bunsen temporarily took up his work, lecturing on theoretical and practical Chemistry. In January, 1836, he was appointed teacher of chemistry in the Polytechnic School of Cassel as Wohler's successor. In October, 1839, he became Professor Extraordinarius of Chemistry in the University of Marburg, and in 1842 was advanced to the position of Professor Ordinarius. Remaining there till 1851, he went for a short period to Breslau, and in 1852 accepted the chair at Heid-

GENUINE SMITH FLY POISON GOODS

THE ORIGINAL FLY POISON

The most powerful pads made.

Sold continuously by the trade for 23 years without one single complaint.

The most attractively packed as well as the most effective.



NEW FIBRE DISPLAY CASE

No flies around the room they die at the pad.

Genuine Smith Poison Fly Goods will clean out a room in 15 minutes.

Guaranteed to please both seller and user.

Samples Free.



GENUINE SMITH

THEY KILL THE GERM AS WELL AS THE FLY



WRAPPER

Prices

GENUINE SMITH'S FELTS,	50 5c pkts	in box	$1.25
"	"	"	100 5c "	in case	2.00
"	"	"	50 10c "	in case	2.00
3 Cases Either Size or Both for					5.00

Order Direct from Us and Mention Your Wholesaler



STAR PAD

CAUTION See that name and address below is on every case and package. Beware of the unscrupulous imitation now sold under our name, but made by no Smith, put up and intended to be sold as ours. Be fair and just to us and yourself; see that case and package is labeled as below, otherwise it's the spurious article.

SMITH BROS., (late London) Beachville, Ont.

TOWER'S PATENT ROUND END

Aromatic

ANTISEPTIC TOOTHPICKS

Highly Flavored

Physicians and dentists recommend toothpicks as protection against dental decay. Our patent aromatic antiseptic picks are the best made. They preserve the teeth, sweeten the breath and increase the flow of saliva. Flavors are cinnamon, sassafras and peppermint. Full size box sent for 15c. postage and coupon below. We are the largest manufacturers of toothpicks in the country.

CUTTER TOWER CO., 164 Summer Street **BOSTON, MASS.**

Correspondence invited with **dealers, hotel m dentists and physicians.**

We want dealers and agents everywhere. **Agents are making from $3 to $10 a day.**

CUTTER TOWER CO., 164 Summer St., Boston, Mass.
Enclosed find 15c. for which please send me one box of
300 Aromatic Antiseptic Toothpicks.....flavor.
My grocer's name is .....
My druggist's name is .....
Yours truly (Name) .....
(Address) .....

HOTEL LATHAM

5TH AV. AND 28TH ST.

New York

FOR PERMANENT AND TRANSIENT GUESTS

One block from Madison Square Garden

European Plan

Sample Rooms for Commercial Men
Table d'Hote Luncheon, 50c

CLUB BREAKFAST. **ALSO A LA CARTE**

Rooms with use of bath, - - $1.50 per day
Rooms with bath, $2, $2.50, $3, $4 per day

A. L. PRATT, Managing Director

Pharmacy BY MAIL

Stay at home while you study Pharmacy. We teach you by mail. We give you the same instructions that you get at College.

Our course is adapted to the individual needs of Canadian students who contemplate a change into the States or take Pharmacy board examinations. Hundreds testify to the great value of our course. Write for prospectus and particulars. Our terms are easy.

The Ohio Institute of Pharmacy, Columbus, Ohio

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

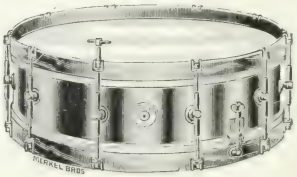
The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Sure, safe and effectual. Sold by all Chemists and Stores at 40c. and $1 00.

Canadian Agents: LYMANS Limited, Montreal

ESTABLISHED 1840

NORDHEIMER'S

The Representative Music House of Canada



Up-to-date Lines of

BAND INSTRUMENTS

suitable for your

Spring Trade

Sole Canadian Agents for—Hawkes & Son, J. W. York & Sons, First Class and Majestic Band Instruments, also

The Professional Duplex Snare Drums

Write for Prices, Etc.

Nordheimer Piano & Music Co., Ltd.

15 King Street, E. - TORONTO

Y&S

Stick Licorice



M & R Wafers in 5c muslin bags.

Licorice Lozenges in 5 pound tins

Acme Pellets in 5 pound tins

Softmints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

elberg vacated by Gmelin, a post which he occupied until his retirement in 1889.

Bunsen exerted a great influence both directly and indirectly—on the development of the theoretical and technical chemistry in this country. How far the influence of Bunsen has been and is felt will be easily understood when it is borne in mind that men like Frankland and Roscoe were amongst Bunden's pupils—men who in their work and teaching resembled him in many ways, and who themselves influenced many chemists of the present generation. Other of Bunsen's pupils who have distinguished themselves in theoretical work are Crum Browne, Smithells, Francis Jones and Wanklyn ; whilst amongst the technical chemists we may mention the late Dr. Ludwig Mond, the late Dr. F. Hurter, Dr. Messel, and Dr. Grossmann.

Apart from his teaching of chemistry, the personal influence which Bunsen exercised over his pupils was extraordinary, and was due to the fact that he was not only ready to help any of his advanced pupils who undertook work in which he took a special interest, but that he would attend to every student in the laboratory —though the merest tyro in chemistry– with never failing patience, and go through the rudimentary parts of analytical work with him. As regards his work, it is characterised by a most patient and conscientious searching after facts, and was rewarded by discoveries without which the most startling developments of modern chemistry would have been impossible. His manipulative skill showed itself in the glass-blowing in which he was—considering the times in which he lived—a past-master, and which his pupils learnt from him. Without his method of gas analysis and his work on spectrum analysis, none of the marvellous discoveries of the last ten years would have been achieved. In his memorial lecture on Bunsen delivered in 1900 to the Chemical Society, Sir Henry Roscoe says : "The value of a life devoted to original scientific work is measured by the new paths and new fields which such work opens out. In this respect the labors of Robert William Bunsen stand second to those of no chemist of his time." No truer words could have been spoken of Bunsen, for in the opening up of new paths and in his influence on his pupils he left a memory behind him which will never fade. He was not only a teacher but a guide and philosopher to those who studied under him. Bunsen was a geologist, physicist, and mathematican of no mean standing, and he always pointed out to his pupils the importance to chemists of these branches of knowledge—especially the last two. In these days, when chemists begin to specialize early, and neglect a thorough study of general chemistry and physics—subjects which to the technical chemist are of the utmost importance—it is well to remember that one of the characteristics of Bunsen's teaching was his insistence on a thorough grounding in physics and mathematics, with the result that amongst his pupils were some of the most distinguished men who have occupied our professional chairs, and others who have had an immense influence on technical chemistry.

THE "FUN" OF WRITING ADS.

By Dudley Henderson

Do you like the fun of writing your ads ? Fine fun, isn't it ? It is fun to be in business anyhow —fun to have the landlord come for the rent—screaming fun to have to send a cheque for all those funny bills that come in regularly every month, and simply irresistible fun to have to buy bread and butter for the family, and plan the future of the children. Yes, Mr. Retailer, it is fun perhaps.



You know from bitter experience that there is nothing funny about business. You do not pay your bills from any sense of humor, and neither do people give you credit from the same cause. There is little fun in paying the wages of the first-class salesman who has to assist you in making money to pay your creditors, and allow you to tuck a smal, sum snugly away in your bank against a rainy day. It is all solemn, deadly reality. It requires all the thought and sales help of the highest grade you can get, to carry through the daily tragedy.

Why should you think it fun to write your ads? Do you realize that it is just as necessary to have

salesmanship outside your store as it is to have it inside? And if you are anxious to increase your business to the point where it will be classed as amongst the best producers of the kind you will find that outside salesmanship of the finest order is absolute necessary.

Outside salesmanship means advertising that brings business. In this category you must put your newspaper advertising—that is to say, you put your newspaper advertising in that class if it produces results. It is this production of results that makes all the difference. Only advertising space that contains real salesmanship will get returns. And the constructing of that salesmanship makes all the difference between success and failure.



The writing of successful advertising is an art or science. The photographer or mechanic [illegible] not be used successfully by anyone who has not studied it as closely as any other art or science. The man who, therefore tries to practice it for fun is only wasting his time and money. You would not allow an untrained clerk to come into your store and sell the finest goods to your best customers. And you would call anyone else who was guilty of such foolishness a bad merchant. Further, you would not expect a clerk whom you had engaged to sell groceries, to be able to compound prescriptions. It is just the same with advertising salesmanship. Until you know the tenets of the business you cannot successfully write you own ads.

If you are in business for fun, it is fun to write your own ads, for there is nothing more amusing than to spend your money on newspapers foolishly. But if you are in business for money it is better to get someone to write them for you that knows how to bring customers to your store, and incidentally, swell your bank account.

Just let me show you how "easy" it is to write ads—and then tell me how much fun there is in constructing ads on which the increase of your business depends, and on which you have to build a great part of your future.

There are four points to all advertisements: First, you must catch and hold the attention of the possible customer in competition with every other advertiser in the paper; second, you have to create interest in the goods you are selling; third, you must bring settled conviction into the customer's mind that he or she wants the goods more than the money in the pocket, or bank roll, and last, but by no means least, you must get the customer to your store to actually buy the goods. That's all there is to it. Easy, isn't it?

There are well defined rules for doing all this but those rules have to be learned. After they have been acquired you must apply psychology and many other "ologies" to get the desired results. To undertake to treat this question in a spirit of fun is like a butcher trying to undertake the practice of a physician. He may know how to carve meat, but he does not know how to cut out your appendix successfully so that you can live afterwards.

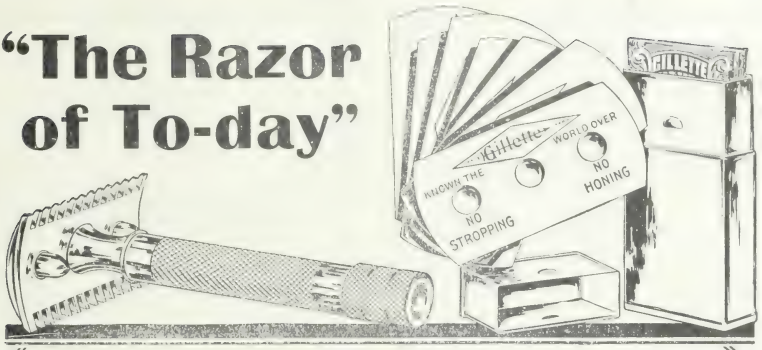
If you are really bent on fun, Mr. Retailer, try baseball or solitaire whist, but keep away from writing advertisements that are only wasting your time and preventing your store from getting that increased success to which it is entitled.

If you cannot readily get a local man to construct your ads subscribe to a syndicated advertising service. There are several on the market. These services are usually supplied in the series of fifty-two with fifty-two copperplate electros of the illustrations, one for each week in the year, at prices ranging from one dollar per week up. Much of the advertising in these services has been classed as equal to the best that has made success for the big city department stores and national advertisers. I have just completed a service for your trade along these lines.

TO RENDER CORKS ACID PROOF.

Prepare a solution of 500 parts of gelatin and 24 parts of glycerin, and warm the mixture to 45 degrees F., placing the corks therein and allowing them to remain for some time. Then take them out, wash in water and dry. Now place them in a mixture consisting of 20 parts of petrolatum and 70 parts of paraffin, where they must remain for some time. Corks treated in this way are resistant to acids and other liquids which are not solvents of petrolatum or paraffin.

"The Razor of To-day"



The Mechanics of the Gillette

Are You Posted on Them?

The new GILLETTE advertisements now running in the newspapers and magazines lay particular stress on the mechanical features of "The Razor of To-Day." Our aim is to show your customers exactly why GILLETTE blades are keenest—why they cut most smoothly, without gashing the face—and just how to use them to the best advantage.

The superior temper, rigidity of edge, adjustability and economy of the GILLETTE are explained in word and picture in a way that is striking and easily understood.

Men in your town and all around in the adjacent districts are reading these advertisements. They are getting interested in the GILLETTE as a razor that has distinct advantages from a mechanical point of view. They want to be shown—to have a chance to examine the Razor themselves and verify the statement made in the advertisements.

Are you and your clerks ready to show them and make sales? If you have to confess that you cannot explain any feature that may come up—if you cannot correctly illustrate the "Angle Stroke"—don't kick at losing sales.

Get Posted—and see that your clerks do the same. Read the GILLETTE advertisements—the cards we are sending you—the "Science of Shaving." Write us if there are any points not perfectly clear to you.

You'll not be wasting your time. Nobody ever did waste time on the GILLETTE—

IT PAYS GOOD WAGES

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory 63 St. Alexander Street, Montreal

Offices in New York (Times Bldg.), Chicago (Stock Exchange Bldg.), London, Eng. and Shanghai, China

Factories in Montreal, Boston, Leicester, Berlin and Paris

POISON!

Arsenate OF Lead

The Popular Tree and Vine Spray

Put up in
1 lb. bottles, 2 lb. bottles
25 lb. pails

THE CANADA PAINT COMPANY
Limited

MONTREAL TORONTO WINNIPEG

The Canada Paint Company's Arsenate of Lead is intended to eradicate destructive Leaf-eating Insects, Worms, Caterpillars, etc., which infest the Orchard and Garden.

This Insecticide, when sprayed upon the leaves, does not readily wash off, making its use extremely economical.

— ARSENATE of LEAD —

The Canada Paint Co'y, Limited
Makers of Paris Green

MONTREAL TORONTO WINNIPEG

Coronation Postcards

will be the best sellers for the next few months. We have got the very latest design in a photo effect card.

Price $1.00 per 100

For a five cent line, we have a Novelty Postcard in assorted designs, the like of which has never been seen, and besides being beautifully colored in crimson and gold, it opens up and shows six photographs of the Royal family. Others open up and have views of the Royal Throne, the Procession to Westminister Abbey, the Regalia and State Coach, the Coronation Chair, etc., etc.

Price $3.00 per 100

Order NOW, for the stock is limited, owing to the tremendous sale in the Old Country.

VALENTINE'S SERIES
POST THROUGHOUT THE WORLD CARDS

Offices at

Montreal, Toronto, Winnipeg, Vancouver

Formulary

STRAW HAT CLEANERS.

Straw hats may be cleaned by sponging with a solution of either citric, tartaric or oxalic acid, in water, followed by water alone. Or after being cleansed of dirt the hat is soaked in a ten per cent. solution of sodium hyposulphite and left to hang by the rim to a board by means of pins for a day and night. It is then sponged with a 2 per cent. solution of citric acid in water to which 10 per cent. of alcohol has been added. Then press the hat with a hot iron.

The Roessler & Hasslacher Chemical Company, furnish the following recipe for rejuvenating Panama hats. The steps in the process are: Brush the hat in a solution of castile soap in warm water to remove any superficial dirt, rinse, and dip for five minutes in a solution of hydrochloric acid in water containing one half ounce of acid to the gallon; transfer to a bath of sodium perborate—two ounces to the gallon of luke warm water—and allow to remain over night; rinse out in a solution of oxalic acid of the strength of one half ounce to a gallon of water, then dry in the sunshine or exposed to the fumes of burning sulphur.

Another popular combination is this:

Sodium biculphide, powdered	100 parts
Tartaric acid, powdered	20 parts
Borax, powdered	10 parts

Mix the ingredients thoroughly. To apply, take as much of the mixture as may be necessary and mix with a little water. The borax has the effect of dissolving out the varnish from the straw, while the tartaric acid liberates sulphurous acid from the bisulphite and causes the bleaching effect.

Neueste Erfibdungen u. Erfahrungen recommends the following. Two solutions are prepared.

1. Sodium thiosulphate	10 grams.
Water	75 grams.
Alcohol	10 grams.
Glycerin	5 grams.

Dissolve the salt in the water and add the alcohol and glycerin.

2. Citric acid	2 grams.
Water	90 grams.
Alcohol	10 grams.

Dissolve the citric acid in the water and add the alcohol.

Each solution may be put up in bottles holding 50 grams. The directions for solution No. 1 are as follows:

Moisten the sponge with this liquid and thoroughly wash the straw hat with it. Then let the hat remain in the cellar, or other cool and dark place for 24 hours.

No. 2 bears the following directions:

After the hat has been treated with No. 1 as directed, wash it with the liquid contained in this bottle and again place it in the cellar for 24 hours. Then smooth it with a flatiron.

Matt Varnish for Straw Hats.

Dissolve one ounce of sandarac and 100 grains of mastic in 10 ounces of ether. Then add from 2 to 8 ounces of benzol, a little at a time, shaking vigorously after each addition.

Pastilles For Smoking out Insects.

Insect powder, best quality	750 parts
Potassium nitrate	112 parts
Charcoal, finely powdered	450 parts
Camphor, finely powdered	25 parts
Incense	75 parts
Tragacanth, powdered	30 parts
Distilled water	175 parts

Pour the water over the tragacanth and set aside for twenty-four hours, stirring frequently in the meantime. Mix the remaining powders in a porcelain capsule, add them to the tragacanth paste, and knead them to a homogenous mass.

Now, with the fingers, mould three-cornered pastilles about an inch and a quarter high, running to a point at one end. Dry slowly at a low temperature, as any attempt at hurrying will result in cracking the mass. To use the pastille place it in a bit of tile, on the inside of wardrobes, clothes chests, bureau drawers, etc.; under chairs, beds, etc. (taking precaution to avoid fire) and ignite the pointed end.—National Druggist.

Grafting Wax.

Resin	6 oz.
Beeswax	10 oz.

Melt together and allow to cool. Roll out in sticks in water.

Liquid Glue For Bottling.

1. White glue	2 oz.
Acetic acid	8 fl. oz.
Nitric acid	10 min.

Mix the glue and acetic in a wide-mouthed stoppered bottle, set in a warm place, agitate frequently until dissolved, and then add the nitric acid.

Water	20 parts
Water	20 parts
Nitric acid	1 part

Boil together for several hours.

3. Glue	1 oz.
Acetic acid	11 fl. oz.
Carbolic acid	10 min.
Water	sufficient.

Macerate the glue in 6 fl. oz. of water for twelve hours, heat the mixture on a water-bath.

White Capping Wax

Melt 8 ounces of white wax over [illegible] parts lamp[illegible]

For this purpose the wax may be put into any

cheap tin or porcelain vessel with a handle. When the wax is melted add two drachms of thick mucilage of tragacanth and one ounce of bismuth subnitrate. Stir briskly until a uniform mixture results. The preparation is now ready for use. Dip the necks of stoppered bottles into the desired depth. The mixture will harden almost immediately. Repeat this operation about three times and you will have a beautiful white cap—firm and yet easily removed. During the capping process the mixture must be stirred and held over the lamp from time to time.—Phar. Era.

Ink for Celluloid.

Powdered tannin, 15 grams ; dry ferric chloride 10 grams ; acetone, 100 grams. Dissolve each of the dry ingredients, separately, each in one-half the acetone, and mix the solutions.

Colored Marking Pencils.

Ceresin.....	4 parts
Carnauba wax.....	3.5 parts
Japan wax.....	2.4 parts

Melt together, stir in talc, 5 parts, and the desired coloring matter in powdered form. The following colors are recommended : Prussian blue 1.25 parts ; cinnabar, 1.5 parts ; chrome green, 1.5 parts ; zinc white, 1.5 parts ; chrome yellow, 1.5 parts ; or lampblack, 0.8 part. The heating is continued during half an hour on a boiling water-bath with uninterrupted stirring, and the mass then poured into glass tubes, 25 cm. long, closed with a cork at one end and allowed to cool. The congealed cylinders may then be removed, and the hollow portion which inevitably forms, cut off, to be included in subsequent operations.

Label Paste.

Of the many formulas for a label paste the following is said to be very satisfactory : In a small quantity of water macerate 120 grams of gum arabic, and, in another vessel, with the same quantity of water, 30 grams of tragacanth. When the latter is thoroughly swollen, rub it until it makes a homongenous magma, and to this add the gum arabic. Force the mass through a linen strainer, and to the mixture add 120 c.c. of glycerin and 2.5 c.c. of oil of thyme. Then add distilled water to bring the volume up to 1 litre, and incorporate thoroughly. The paste should be preserved in well stoppered bottles.

Flour Paste for Labels.

Wheat flour.....	4 troy ounces
Water.....	16 fluidounces
Nitric acid.....	1 fluid drachm
Oil of cloves.....	5 minims
Boric acid.....	10 grains

Mix the flour, water and boric acid, and strain through cheese cloth or coarse muslin. Add the nitric acid and heat carefully, with constant stirring until a translucent paste is formed. If lumpy strain through muslin. When nearly cold, stir in the oil of cloves.

Dextrin Paste for Labels.

White dextrin.....	8 ounces av.
Glucose syrup.....	1 ounce av.
Aluminum sulphate.....	½ ounce av.
Sodium benzoate.....	10 grains
Water.....	12 fluidounces

Rub the solids with a portion of water till reduced to a smooth paste. Add the glucose and remainder of the water, and heat on a water bath, with stirring until translucent. If lumpy, strain.

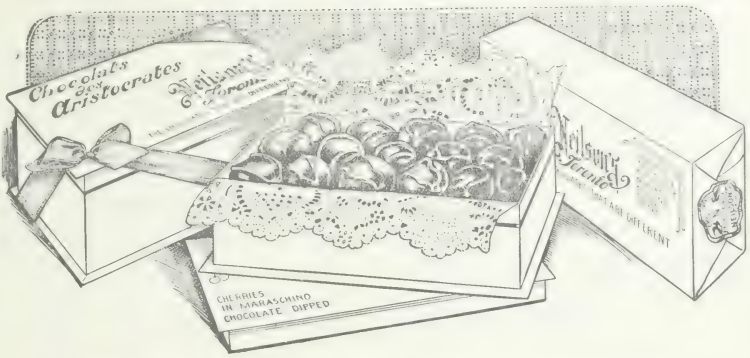
CORONATION EXHIBITION.

One of the most important and most interesting events taking place this year, apart from the Coronation and its attendant functions, will be the Coronation Exhibition at the White City, Shepherd's Bush, London, England, from May to October next, in celebration of the Coronation of His Majesty King George V. The attention of British merchants and manufacturers is drawn, in a letter to the "Times" by the Honorary Presiden, President, and Chairman, to the importance of this exhibition, which will demonstrate the resources o: the Mother Country and of Greater Britain beyond the seas, and may be termed an Imperial "stock-taking" at the commencement of the new reign. A proportion of the receipts—guaranteed under no circumstances to be less than £5,000—will be contributed to the Mansion House Fund for a national memorial to King Edward, and it is believed it will reach a much larger sum than this minimum. The visitor will see in a space of 150 acres the most interesting spots of England, Scotland, Ireland, Wales, India, with Bermuda, Canada, Australia, with Papau, New Zealand, South Africa, Ceylon, Singapore, Hong-kong, Borneo, British East and West Africa and Uganda, Somaliland, and other Crown Colonies and Protectorates, as well as Gibraltar and Malta.

"SUCCESS."

A good article, well advertised and decided merit having its greatest claim on the public will always command ready sales. The "Success" Liniment and Medicine Co., of 107 St. James Street, Montreal, are doing some capital advertising in the Montreal Star and other papers having Dominion wide circulation, and druggists will do well to put their preparation in stock at once to meet the demand.

Their "Liniment" is endorsed by leading men in the Province of Quebec where it already commands a large sale.



Go After the Best People With the Best Chocolates

Don't think, for a moment, that people won't pay good prices for good chocolates. THEY WILL.

And some of the best customers we have, are Druggists in the smaller towns and cities.

No other country in the world has so many well-to-do people living outside the big cities. They are people of culture and refinement—who appreciate the good things of life and have the money to buy them.

These are the people who will come to your store for Neilson's Chocolates—and who will help you to build up a trade in fine chocolates that perhaps you never thought possible.

We are telling these people about Neilson's Chocolates in the most attractive advertising that has ever been placed in Canadian publications.

We make 33 different packages, to sell up to $1.00 a pound.

Write us about securing the exclusive agency in your neighborhood for Neilson's Chocolates.

OUR IMPORTANT OFFER

Upon request, we will send any Druggist in Canada a liberal sample of Neilson's Chocolates—all charges paid.

We urge your immediate response to this offer as it is only open for a limited period.

"The Chocolates That Are Different"

Neilson's Chocolates

WM. NEILSON LIMITED - - TORONTO, ONTARIO

THE PROBLEM OF

HOW TO INCREASE YOUR TRADE

Has no doubt given you considerable food for thought. Have you arrived at a satisfactory conclusion? The problem now to be considered---what are you doing about

SCHOOL SUPPLIES?

To capture the trade of the student there is only one answer---

BUY THE BEST.

We have always had a ***good*** line. Last year's was ***BETTER*** than usual. This year we have the ***BEST*** range of practice books ever offered to the trade.

More Attractive Covers.
Larger Assortment.
Better Values.

Our solution to the problem will help. See this line before buying.

Warwick Brothers & Rutter, Limited

Manufacturing Stationers

Toronto

Stationery

NEW LINES OF STATIONERY.

"Norman Linen" and "Linear Linen" are two new lines of stationery being introduced for popular price trade by Buntin, Gillies, & Company, Limited, Hamilton and Montreal. "Norman Linen" is a fine white, linen finish paper, medium weight, with a pleasant writing surface. "Linear Linen" as the name implies, has running through it a horizontal watermarked line which not only acts as a guide line, but gives it a decided style and individuality. These papers come either wrapped or boxed in quarter reams with envelopes in quarter thousand boxes. They are also supplied in Colonial shaped tablets.

Buntin, Gillies & Co., Limited, call special attention to their range of wedding cake boxes, confetti, Japanese Napkins, Inks, Mucilage and other seasonable lines.

Brooklyn, N.Y., is now introducing them to the Canadian trade.

We believe they will be found an attractive line, and as these goods should always be purchased somewhat in advance of the fly season, orders should be sent to the wholesale trade promptly.

PICTURE POST CARDS, ETC.

The firm of Drysdale Co., of Chicago, make their announcements to the druggists in our columns this month. This firm are manufacturers of high class art goods, and an inspection of their lines will well repay all art dealers. The Sutcliffe Co. are their general agents for Canada, and they will be pleased to furnish samples of these on application.

"PLAISTERS" AND "PLASTERS."

One and the same thing, although not the same. The modern word "Plaster" is the term now usually used to denote what in early English was called "Plaisters" a word which has





The above illustrations show "I'm Sat'isfied" "Champions," two of the new covers being used by Buntin Gillies & Company, Limited, on their linear Scribblers and Exercise Books for the Spring trade. These covers are lithographed in colors and are among the handsomest shown by this house. Their range is complete, and should be seen by dealers before ordering.

NEW ADVERTISING THIS MONTH.

Amongst the new advertisers in this issue will be found that of the Montreal Biscuit Co., a well established firm with a reputation for high class goods who are bringing their "Bordo" Chocolates to the notice of the drug trade through our columns. These goods are a superior quality, and we believe will appeal to the more fastidious taste. Would suggest our readers getting in touch with this firm at once.

DAISY FLY KILLER.

An advertisement of the Daisy Fly Killer appears elsewhere. This "Killer" put up in a tightly sealed ornamental metal box containing a fly killer which has a very large sale in the United States, and the manufacturer, Harold Somers, become associated with the firm of W. Mather, Ltd., Manchester, England, who are amongst the oldest manufacturers of this class of goods, and whose lines have a reputation which have impressed itself upon the mind of all chemists, as well as the purchasing public as a guarantee of reliability. See advertisement elsewhere

MECCA OINTMENT.

The Foster-Dack Co., of 71 King St., West, Toronto, are manufacturers of Mecca Ointment, a preparation which although put up in the form of a proprietary medicine, is an article of undisputed merit, and it is used very largely by physicians and in our best hospitals. Our personal knowledge of the article and the excellent testimonials which we have seen from various sources

lead us to commend this preparation with hearty confidence to our confreres in the trade. We know that it will give lasting satisfaction.

PAPER BOTTLE CAPS, ETC.

The firm of Smith Bros. & Co., 64 Gt. College Street, London, N.W. England, calls attention in this issue to their pleated bottle caps which are acknowledgedly of the best quality, and the manufacturers claim are far cheaper than any other make on the market. They invite correspondence, and will cheerfully supply samples. They are also large manufacturers of bottle capsules for beer bottles, etc. Manufacturers and chemists generally will save money by using these goods, which are of the highest quality.

ART SERIES CARDS.

An offer which is of decided interest to all druggists throughout the Dominion appears in our columns this issue from Lonsdale & Bartholomew, Ltd., 300 St. James St., Montreal. The Christmas cards and other lines made by this firm are from original designs, and are those which at once recommend them to the trade.

Read their advertisement, and act on it at once if you would have something of interest.

PHOTO SUPPLIES.

We call attention to the advertisement of Wellington & Ward who are offering photographic supplies to all druggists who are dealers in photographic goods, as well as those who are about to install a stock of them. This old established English house through its branch in Montreal, is doing a splendid business in Canada, and solicits the trade of druggists who handle this class of goods.

KENT M'CLAIN AGAIN.

Mr. O. H. Hewitt, of Blind River, is enterprising enough to spend money rather than be anything less than up-to-date. The old cases were not very old, but they had to make room for the new equipment now going in. These new ones are by Kent-McClain Limited, (Toronto Show Case Co.) of course.

TO PRESERVE RUBBER ARTICLES.

A correspondent of the Pharmaceutische Post writes that he gives the articles a thin coating of glycerin and then places them in a closed receptacle, where they are exposed to the vapor of kerosene. The kerosene is poured into the receptacle and the rubber articles are placed on a perforated diaphragm so as to be kept out of contact with the liquid.

A FEW REFLECTIONS ON THE ADVANTAGES OF DRUGGISTS SELLING PRIVATE XMAS CARDS.

It would perhaps be interesting to most enterprizing druggists to know what enormous profits can be made by selling Private Xmas Cards.

The time has now come when all business firms are on the lookout for the best profit bringers, and this is undoubtedly one of the easiest, in addition to which there is no risk attached whatever.

Messrs. Lonsdale & Bartholomew, Ltd., of Montreal, (a branch from their very extensive firms in Lancashire & Yorkshire, England) have been perfectly equipped to turn out designs of the highest artistic merit, and their long experience in this trade, together with the plant put down, enables them to despatch all orders within 24 hours of receipt.

This is one of the greatest things of all in this class of business, and the above firm appear to have made it their chief object.

Their "Art" series has already a very wide reputation in the Provinces, and is becoming more and more popular.

The designs contained in the book are entirely original and exquisite, and the prices are suitable for all classes. It is to the interest of all druggists to know that most stationers having this series do not treat it as a mere side line, but make it their chief profit maker at Christmas time, and it is a thing they do not readily overlook.

Many firms order two books or more, finding it a great advantage to have one in the shop, and the other being used for canvassing purposes.

The reason we have in bringing this before our readers is that many druggists may not be informed of the advantages they have in making such good profits with a side line that is very popular, and easy to work, and anybody writing for a circular to Messrs. Lonsdale & Bartholomew, Ltd., will receive one per return of post.

WRITE UP.

Valentine & Sons have published a series of postcards for the Coronation, and as can be expected from this firm, they are of a very high order, and for style and originality in design, they rank high in the publications of this firm.

Only a limited stock has come to Canada, as there is an enormous demand in the Old Country where this firm has been doing business for a century.

These cards will be prized by all loyal Canadians, even although reciprocity is in the air. They are decidedly the most novel and attractive line which we have seen and cannot fail to have a [illegible] Order at once [illegible]

IN THE SUMMER TIME

When the people are going on their vacation they need many toilet articles. See that your stock contains the following lines:

Stevens' Face Chamois. Nail Files.
Pleazall Nail Clippers. Sponge Bags.
Bath Mitts. Complexion Brushes.
Surgical Steel Razors. Bathing Caps.
Washing Squares. Sanitary Towels.
Corn Pencils. Keo Powdered Leaves.
P. P. P. Foot Powder. Jason Tooth Powder.
Court Plaster. Orange Wood Sticks.

The "EVEREADY FIRST AID"

a Very Complete Emergency Case for use in Factories, Y. M. C. A., Summer and Military Camps, Offices, Hunting and Fishing Parties.
Write for particulars.

The J. Stevens & Son Co.

LIMITED
145 Wellington Street West, TORONTO.

Pepto-Mangan (Gude)

(Rec U.S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is **our exclusive property.** We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

Specially Suitable for the Canadian Climate



Lait-Larola

(REG'D)

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Winds and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion

It Will Keep the Skin in a Perfect Condition during the Coldest Winter

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)



METAL FURNITURE

Chairs, Tables, Fountain Stools, Combination and Tete-a-tete Sets.

Everything in this line to properly equip your store and provide your Trade with suitable accommodations.

Write for Prices and Catalog C

The Chicago Wire Chair Co.
122 Ontario St., Chicago, Ill.

SAL HEPATICA

REVISED PRICES FOR CANADA

Small size, per doz.,		$2.85
Medium	"	6.80
Large	"	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days

BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

Canadian Agents:
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toronto



ESTABLISHED 1891

Common Sense
Vermine Exterminators

—TWO KINDS—
NO SMELL

RATS and MICE



Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known Retains its strength for years.
Sold in every Country in the World.

Sold by all Jobbers:
TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.

GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

Through Jobbers

BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN NEW YORK

CANADIAN AGENTS
LYMANS, LIMITED, Montreal
LYMAN BROS. & CO., Ltd., Toronto



Order Now ***Season Just at Hand***

LYMAN'S
Water Glass Egg Preserver

Best Quality

PUT UP IN 1 lb. TINS
Price 1 dozen lots, $1.10 dozen
" 2 " " 1.00 "

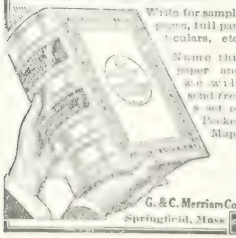
PUT UP IN 5 lb. TINS
Price $3.75 Dozen

The Lyman Bros. & Co. Limited

Wholesale Druggists - - - - TORONTO, ONT

A NEW CREATION
WEBSTER'S
NEW
INTERNATIONAL
DICTIONARY
THE MERRIAM WEBSTER

The *Only New* unabridged dictionary in many years.
Contains the *pith* and *essence* of an authoritative library. Covers every field of knowledge. An Encyclopedia in a single book.
The *Only* dictionary with the *New Divided Page.*
400,000 Words. 2700 Pages. 6000 Illustrations. Cost nearly half a million dollars.
Post yourself on this most remarkable single volume.



Write for sample pages, full particulars, etc.
Name this paper and we will send *free* a set of Pocket Maps
G. & C. Merriam Co.
Springfield, Mass.

"Top Notch" Butterscotch

The acme of perfection in a good chewing taffy—delicious in flavor, highest in quality and costs no more than inferior brands. Convenient to handle, both for dealer and the delighted user.

TOP NOTCH sells for 5c a package and costs you, Mr. Dealer, $1.25 per carton of 3 doz. packages

TOP NOTCH is also sold IN BULK. Each caramel sized piece individually wrapped and packed 10 lbs. to box at 47c lb.

TOP NOTCH is a big seller and a sure profit maker. TRY IT.

Order through your jobber or direct from the manufacturer

Bruce & Hunt Co., Limited, Toronto

Trade Notes

ALBERTA.

Ryder Hendsley Co. opened a drug business at Edmonton, Alta.

N. T. Bennie, druggist, of Monarch, Alta. has moved to Diamond city.

Wm. Blair has purchased the Cardston Drug & Book Co. at Cardston, Alta.

Thos. H. Sault has purchased the Wainright Pharmacy at Wainwright, Alta.

A glass factory, costing $100,000 will be established shortly at Medicine Hat, Alta. Those interested being C. Cameron, James Savage, John McHavin and William J. Moran.

W. R. J. Alexander & W. H. McCarroy have entered into partnership and taken over the drug business of Mr. Alexander at Lethbridge, Alberta. It will hereafter be known as the Peoples' Drug Co.

BRITISH COLUMBIA.

A. W. Bleasdell is selling his drug business at Fernie, B. C.

Wm. Ivel has opened a new drug store at Victoria, B. C.

J. M. Adams will open a new drug store at Telkwa, B.C.

Lloyd Williams will open a new drug store at Westsummerland, B. C.

W. M. Ivel has opened a new drug store at Government St., Vancouver, B. C.

W. A. McKeown has purchased the drug business of Dr. A. J. Gordon, Vancouver, B. C.

R. R. Burns, formerly of Campbell-Burns Co., Vancouver, B. C., is opening a new store on Bender St., of that city.

R. R. Burns and W. J. Cairns have opened a new drug store on Pender St., Vancouver, B.C., under the firm name of Burns & Cairns.

MANITOBA.

J. Howie has opened a new drug store at Harwell, Man.

A. Hunt has opened a new drug store at St. Albert, Man.

J. G. Hobman has opened a new drug store at Imperial, Man.

W. Young, druggist at Neepawa, Man., has given up business.

W. Bugg has purchased the drug business of J. E. Ellwood, Eden, Man.

R. C. Jamieson & Co., druggists, at Winnipeg, Man., have dissolved partnership.

NEW BRUNSWICK.

The Wiley Drug Co., Ltd., has just been formed with a capital of $1,000, and will carry on business at Grand Falls, N.B. The incorporators are Dr. B. A. Puddington, Grand Falls; H. [illegible] Wiley, Woodstock, N.B.; E. M. Puddington, Dr. Claude, J. Grey and Dr. Paul C. Laporte.

NOVA SCOTIA.

The drug business of Dr. J. A. Sutherland, Springhill, N.S., has been taken over by his brother, Dr. R. H. Sutherland.

ONTARIO.

J. E. Willis, of Whitby, Ont., is selling his business.

A. Boyle, druggist, at Hamilton, Ont., has sold his business.

W. Burns has opened a new drug business in Cornwall, Ont.

G. D. Egar, druggist, at Deseronto, Ont., is giving up business.

E. G. Gow, druggist, at Thornburn, Ont., has given up his business.

The drug store of Mann & Co., Stittsville, Ont. was destroyed by fire April 14th.

W. J. Hughes has purchased the drug business of Dr. Muirhead, Carleton Place, Ont.

M. H. Robertson has purchased the drug business of Cecil Cameron, Eagle Place, Ont.

Herbert Brownlee has taken over the drug business of A. W. Manley, Owen Sound, Ont.

I. Curry has purchased the drug business of A. E. Walton, corner Queen and Broadview Sts., Toronto.

PRINCE EDWARD ISLAND.

C. D. Rankin, druggist, of Charlottetown, P.E. I., died recently.

The McLellan Drug Co., of Summerside, P.E.I. has commenced business in that place.

Gourlies, Ltd., have taken the Prince County Drug and Book Store, Summerside, P.E.I. The directors are A. W. Gourlie, Miss L. Yeo and B. Clark, the latter being manager of the store.

QUEBEC.

Pharmacue Beaupre, Montreal, Que., is giving up business.

Archille Goyette, druggists at Montreal, Que., is giving up business.

Lyons Cut Rate Drug Store, Ltd., Montreal, Que., has given up business.

Chemical Laboratories, Ltd., have registered as doing business at Montreal, Que.

A. J. Bedard has purchased the drug business of J. C. Sutherland & Co., Richmond, Que.

Achille Goyette, druggist, at 63 Rachel Street, East, Montreal, Que., has made an assignment.

SASKATCHEWAN.

W. C. Barrie is now occupying the new drug store in the block which is recently built in Dauphin, Sask.

F. J. Williams has started a drug business at Humboldt, Sask.

Jules Hamelin, druggist at Montmartre, Sask., is giving up business.

H. E. Wilson has purchased the drug business of W. Melville, Harris, Sask.

D. L. Irvine has purchased the drug business of D. R. Davies, Estevan, Sask.

Wm. Chase has purchased the drug business of C. L. Smith, Roncanville, Sask.

H. E. Wilson has purchased the drug business of W. L. Melville, Harris, Sask.

O. L. Reinecke has purchased the business of Gramm Drug Co., Welwyn, Sask.

W. H. Hamm has purchased the drug business of H. O. Mitchell, Fleming, Sask.

A. Balfour has purchased the drug business of M.H. Howey, of Windthorst, Sask.

Chas. L. Loney has purchased the drug business of F. H. Boher, Kerrobert, Sask.

W. Forsythe has taken over the drug business of Calvert & Forsythe, Guernsey, Sask.

PERSONALS.

Our sympathies are extended to Mr. J.P. Lamb, druggist, of Athens, Ont., in the loss of his wife, whose death occurred on March 30th, in the sixty-fourth year of her age. Mrs. Lamb, we understand, had been in poor health some time, and her sorrowing husband and son have the sympathy of the entire community where deceased was so well known, and whose loss will be greatly felt, especially in the church and charitable circles.

Mr. Al. E. Finley, who is a native of Prince Edward Island, and commenced his pharmaceutical studies with Mr. A. H. Ellis, of Charlottetown, has passed a successful examination before the Texas Board of Pharmacy, making a high average. Mr. Finley is now entitled to registration and a licensed pharmacist in twenty-five states of the Union. Mr. F. was for some time in the employment of Messrs. Allen & Cochrane, Ottawa and F. W. Day of the same city, afterwards with H. W. Smith, of Niagara Falls, and later with the Broadway Drug Co., Toronto.

EPIGRAMS.

We help ourselves when we help others.

You cannot escape difficulties by avoiding religion.

There are no self-made men. We are what we are made by others.

If I can touch one human heart for good, I have not spoken in vain.

If a man waits until he himself is perfect before helping others, he will never help anybody.

THE PROPER WAY TO DRAW SODA WATER.

There is but one way to draw ice cream soda, and that way, it is safe to say, is but seldom followed. In the first place put about 1½ to 2 fluidounces of syrup into the glass, turn in the fine stream of carbonated water, moving the glass about quickly so that the stream may play on every portion of the syrup in the glass, then turn in the coarse stream until the glass is more than half full, then turn in the fine stream for a minute or so as to mix the contents of the glass again; now drop in the ice cream and fill up the glass with the fine stream, turning in enough of the latter so that the layer of foam rises nicely above the glass. As usually drawn—syrup first, then ice cream and finally soda—the product is a layered mixture of thick syrup on the bottom, carbonated water above this, the whole covered with a meagre amount of foam, and the ice cream floating about just beneath the surface of the foam. Drawn as above indicated, the soda is an intimate mixture of charged water and syrup, containing the ice cream indifferently suspended, the whole nicely topped with foam.

It must not, however, be surmised that served soda should contain a good deal of foam. Such is not the case; a certain amount of foam imparts an agreeable relish to the drink; but too much gives a mixture lacking body—it is too "windy."

It requires practice, care and good judgment to draw soda just right.

This point should be strictly observed in drawing soda or any foaming drink—always hold the glass so that the opening of the draught-arm is below the surface of the glass. In this way there is no chance for escape of gas, and the beverage will have its proper amount of foam.

If, after exercising due care, it is found impossible to draw the soda just right, then the fault must be with the materials. It may be that there is an excess of "foam" in the syrup, or there may be a deficiency—acid syrups require more than others—or that another kind of "foam" should be selected; the syrup may be too thin; the carbonated water may not be sufficiently impregnated with gas, or it and the syrup are not cold enough—if too warm, the mixture will quickly lose its gas and hence its foam; or, finally, it may be the fault of the ice cream.

When soda without ice cream is served, the syrup should be drawn into the glass, then turn on the fine stream of soda, quickly moving the glass about as before; turn in the coarse stream until the glass is nearly full, and then again turn in the fine stream to mix the contents of the glass and top nicely with foam.

The Pure Food Law
prohibits the sale of any but strictly pure

Special Prices when ordered in bulk packages.

EXTRACT
. VANILLA .

WYETH'S represents the True Flavor
of Choice Vanilla Beans

FREE FROM ANY ADULTERANT

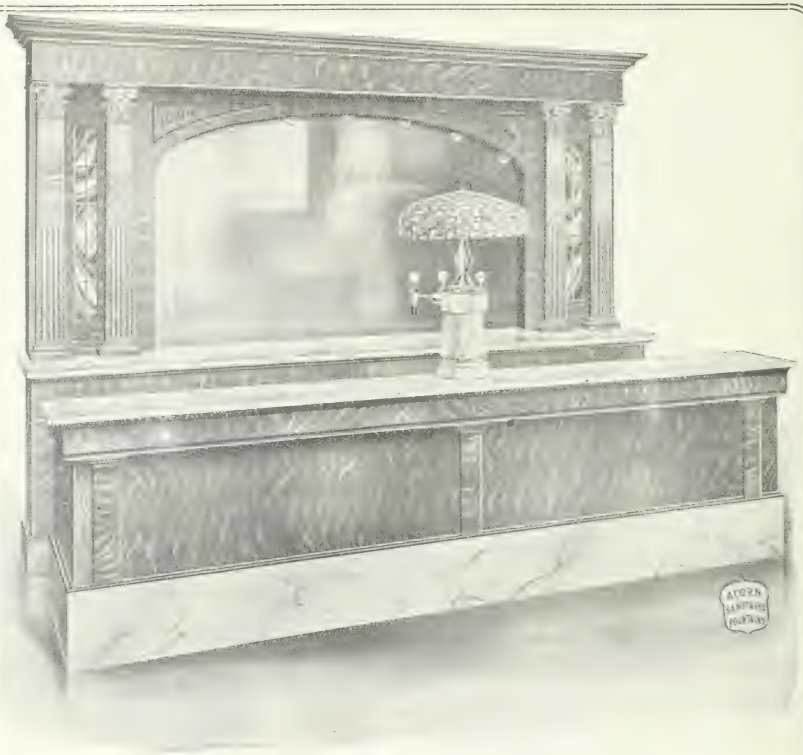
PURE AND WHOLESOME



JNO. WYETH & BROTHER

INCORPORATED

Philadelphia, Pa.



No. M. 1011.

THE MOST UP-TO-DATE

Sanitaire System Soda Fountains

PUMP OR BOTTLE SYSTEM

The various designs offered allow the purchaser to buy a Fountain which will harmonize with his store to suit his requirements.

Our new Catalogue, which is now being circulated, will convey to you our most Hygenic and Sanitaire principles of Soda Fountain Construction.

You will profit also by holding your order for Ice Cream Parlor furnishings, etc. Our Catalogue is full of interest for you.

Donnelly, Watson & Brown, Limited,

CALGARY and VANCOUVER.

As stated, the soda as served should have sufficient foam. An excess of foam proves a disappointment to the drinker, especially on a hot day when he is anxious for a "long" drink. Indeed it is lately becoming more and more the fashion, especially among men, to drink soda without foam, i. e., "solid," "flat" or "still."

The amount of syrup used must vary according to circumstances; ice cream soda requires less than soda without ice cream, and more of a thin syrup is required than of a thicker or denser syrup. It must also vary according to the taste of customers, some desiring quite a sweet beverage, others one containing comparatively little syrup. In general it may be said that the drink should not be so sweet as to leave a stinging sensation in the throat, but sweet enough to disguise fully the taste of the carbonic acid gas.

In serving drinks "solid" (or "flat" or "still"), such as "phosphates," the carbonated water should be drawn into the glass by means of the coarse stream, the syrup should then be added, and the mixture stirred with a spoon. If the process be reversed, i.e., carbonated water added to syrup, effervescence may be so copious as to overflow the glass. In drawing the carbonated water into the glass, the latter should be held at a short distance from the draught arm, so that some of the gas may be lost from the water.

If a beverage is made by agitation in a closed vessel, as in making egg drinks in an egg-shaker, the egg, etc., should not be agitated with carbonated water, but plain water with cracked or shaved ice should be substituted for the latter.

Soda water and other beverages drawn from the fountain should always be quite cold. The temperature of these drinks when drawn should even at busy times, be never lower than 45 degree F. ice cream soda will, of course, be of a lower temperature.

If the new style of fountains where refrigeration is secured from the iced brine above the ice cream can is used, the devices used by the manufacturers insure a temperature that is always constant. Confectioners' Gazette.

WASTING CAPITAL IN FLOOR SPACE.

Floor space costs the storekeeper a considerable part of his total running expenses. To waste floor space, says System, is to waste the money at which it is valued. To make each square foot of floor space sustain its share of the expense is a problem that resolves itself to store arrangement and to displays that bring the proprietor's goods before the customer so forcibly that he buys. Clever arrangements of counters and shelves cost no more than slip-shod arrangements. But the results as shown in sales may vary three to five fold.

Optical

CONICAL CORNEA.

The condition of conical cornea is one which is not often met with in ordinary optical practice, and in its early stages it is doubtful if the oculist or refractionist could always distinguish it from a case of myopic astigmatism. I remember a case which came under my notice, says "a chemist" in the Chemist and Druggist, in which the prescription showed a correction of 5 D. spherical combined with 9 D. cylinder. The customer was a gentleman who had come in for some repairs to his frames. Without the glasses he could not distinguish any of the letters on the test-types, even at half the proper distance, and with the correction he had only about half the normal visual acuity; but this was quite sufficient to enable him to get about with ease, a thing he had been unable to do before obtaining the spectacles. He informed me that he had been more or less shortsighted and then the condition had developed very rapidly over a certain period and had then stopped. At the time I saw him there had been no change for some years. On examining the surface of the cornea from a side view the abnormal shape was obvious to the unaided eye. In some cases a bulge or staphyloma, as it is called, may occur at the posterior part of the globe of the eye, although I believe this is a rarer condition than that of conical cornea.

ASTIGMATISM

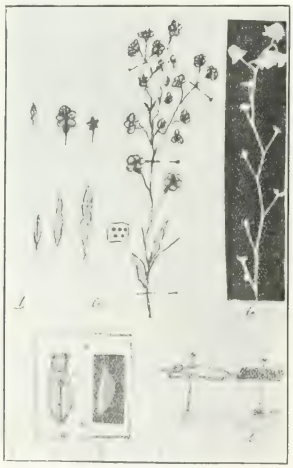
probably gives more trouble to the beginner in refraction work than any other refractive error. To detect it a keratometer or an ophthalmometer is a great help, and the examination with either of these should be made before the subjective tests. The readings, however, must be taken only as a guide to and not as a measure of the total astigmatism. In making the subjective tests it will be often found that the intelligence of the person being examined is insufficient to grasp what is meant by the question, "Do all the lines look equally clear?" and in this case a reply in the affirmative should never be accepted without confirmation. I use the "Orthops" test-chart, and, before deciding that there is no astigmatism present, I also inquire, "Do all the lines look the same color?" If the answer again is "Yes," I repeat the question with regard to the revolving square. If the keratometer has indicated astigmatism and the replies to the questions have not, it is a good plan to place a plus cylinder in the trial frame at right angles to the axis of the supposed necessary minus cylinder so as to relax the ciliary muscle. By these means I have often found astigmatism up to or exceeding 1 D., where at first sight none was apparent. Although it is important to find and record all amounts of astigmatism, there are some cases where it is best not to correct it. Many presbyopes who have low degrees of astigmatism and who have previously worn plain sphero-cylinder wear sphero-cylinders with comfort, and it is best in these cases to discard the cylinder.

Photography

THE USES OF PHOTOGRAPHY IN PHARMACY.

By J. Leibinger in Meyer Brothers Druggist

The pharmacist not acquainted with secrets of photography will be especially fascinated with the simple method of shadow or contact photography. This branch of photography can be applied in many useful ways, by teacher, student and practitioner; extensive experience and knowledge of photography are not required for its practical execution. Close observation of its directions or a single hour of rational instruction will suffice to transform the intelligent layman to a successful photographer. Expensive apparatus, a camera and a dark room are not needed, the time usually consumed with preparations of the negative plate, saved; and the absorbing attention, essential to a careful photographer does not apply in the same strict sense to this branch of photography.



The teacher of Natural History will be aided during demonstrations by photographs showing the outline, structure and image of plants, flowers, leaves, fibers and plants. Butterflies, insects, parts of insects, wings, construction of tissue, etc., in its full detail.

The student is thus aided in his studies, and comprehension, the herbarium and collection, pertaining to the special branches of his studies, beautified and benefited by additional illustrations, attached to the specimens as seen on drawings.

The preparation of various labels, signs, posters for decorative purposes and advertisements, copies of original prescriptions and manuscripts, will be of value to the practical pharmacist.

The detail of manipulation is as follows:

Appliances Required.

	Cost of 4x5 size.
Printing frame, suitable size.....	...$0.25
Glass plate to fit frame (free from defects).....	.05
Photographic paper (printing out paper, folio, albuma, etc.).....	.20
Combined toning and fixing solution ....8 oz. bottle	.25

The object selected for duplication, is placed on the clean glassplate, photopaper with sensitized side down, placed on top and secured tightly with the frame cover.

Care should be taken not to displace the paper or object while printing is going on, avoid double and blurred impression. The frame is exposed to full view of strong light, preferably sunlight, and left in position till necessary density and darkness is obtained. The time consumed by the printing, varies from five to fifty minutes, and longer and depends on density of the object or sensitiveness of the photographer and on the strength of the light used to oxydize the silver paper. The printing should be of a shade darker as required from the finished copy, as the toning bath reduces its density. Upon completion of the printing process the paper is removed from the frame, washed in two to three changes of water to dissolve the free silver on its surface and subjected to the action of the toning bath. The toning, under normal conditions, requires from five to ten minutes. As soon as the desired color is obtained, the print is again washed in two changes of water and placed in a fixing bath to assure permanency, then washed in ten to twelve changes of water to remove all traces of the fixing solution. The combined toning and fixing bath is used according to directions found always on original bottles.

These formulas will serve well for ordinary grades of photo paper.

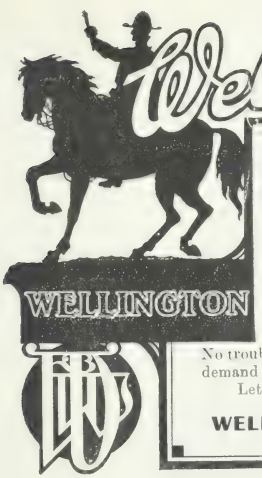
TONING BATH.

Solution I.

Gold Chloride.....	Gm.	1.00
Distilled water.....	C. c.	150.00
Fl. sol		

Solution II.

Potassium Acetate.....	Gm.	70.00
Distilled Water.....	C. c.	60.00



Are You Pushing Photo Supplies?

This is the busy season for photo goods —and the Wellington specialties are going to be in demand.

We are advertising all over the country —the amateur is told he can buy Wellington goods everywhere.

Can he get them in YOUR town? Why not keep a shelf or so full of these goods? No trouble, no work beyond handing them out—big demand and big profits.

Let us write you all of the proposition.

— Your Wholesaler can supply you —

WELLINGTON & WARD, 13 St. John Street MONTREAL

"AGFA"

DEVELOPERS

Assure you of permanent and uniform results

WE ASK YOUR CONSIDERATION OF OUR PRODUCTS — KNOWN THE WORLD OVER

Awarded Highest Distinction at Photographic Exhibitions

Send the "AGFA" label and 10 cents (coin or stamps) for a copy of "AGFA" Formulæ Book, or "AGFA" Book of Photography by Flash Light, to

HUPFELD, LUEDECKING & CO

1 and 3 St. Helen Street Montreal

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

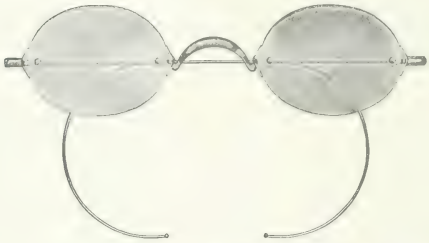
JUST READY

A POPULAR PRICED LINE OF

Rimless Spectacles

WITH

THE MOUNTING THAT
WON'T WEAR LOOSE



In this new line we use a double strap stamped construction that is unusually neat and durable. The mountings are well finished and the styles represent remarkable value at the price.

ALBEX WHITE METAL MOUNTING:

No. 85. Albex lenses, "O" size, focus numbers 8 to 315 ..... $2.50 per doz.
No. 785. Same as No. 85, but fitted with our new cable temples.... 3.10 "
No. 85. Micoquille lenses, "OO" size, smoke, blue and green..... 2.85 "
No. 785. Same as No. 85, but fitted with our new cable temples.... 2.95 "

GILT ALLOY MOUNTINGS:

No. 95. Albex lenses, "O" size, focus numbers 8 to 315 ..... $2.50 per doz.
No. 795. Same as No. 95, but fitted with our new cable temples.... 3.10 "
No. 95. Micoquille lenses, "OO" size, smoke, blue and green..... 2.35 "
No. 795. Same as No. 95, but fitted with our new cable temples ... 2.95 "

These specifications are quoted from our stock in Canadian centres at above prices.

T. A. WILLSON & CO., Inc.

MANUFACTURING OPTICIANS

Established 1870 READING, PA., U.S.A.

Canadian Offices: A. J. McCRAE, 23 Scott Street, Toronto

TO TONE, MIX.

Solution I..... ....10.00
Solution II..... .... 1.00
Water..... .... 1000.00

Sodium Bicarbonate sufficient quantity to render bath slightly alkaline.

Bath should tone in 5 to 10 minutes. In case of slow action, add gold solution ; quick action, add water.

FIXING BATH.

Sodium Hyposulphite..... ...Gms. 60.00
Water..... ....C. c. 1000.00
M. fl. sol.

To be used 8 to 10 minutes to assure permanency.

Labels are printed from a cliche (negative) made on transparent (glassine), or thin paper. The writing should be heavy, dense, non-transparent. India ink best used for the purpose. Manuscripts and prescriptions should be placed into frame with written characters down and secured smoothly. Heavy paper and pale inks will fail to print plainly. Pencil marks are reproduced faintly. The whole process, with its simplicity and ease of manipulation will never disappoint whenever used with proper care, and in the extents of its limits.

DRY MOUNTING FOR PHOTOGRAPHS.

Dry-mounting tissue is made by painting tissue paper, laid on a waxed glass surface, with the following liquid :

Sandarac..... .... 1 ounce.
Copal..... .... 3 ounces.
Shellac..... .... 4 ounces.
Resin..... .... 3 ounces.
Venice turpentine..... ..... . 2 ounces.
Alcohol..... .... 11 ounces.
Oil of turpentine..... .... 11 ounces.

The impregnated paper is allowed to dry spontaneously ; then it is stripped from the glass and cut into pieces of the desired size. For use, a piece of the exact size of the print is placed between it and the mount, the piece of thin paper is placed over the print, and the whole is evenly pressed with a hot iron.

POWDERED DEVELOPERS.

D'Osmond in "The Photo-Gazette" gives the following formula for the preparation of developers in powder-form :

Metol Hydroquinone.

A. Hydroquinone..... ....12 grams
Metol..... .... 6 grams
Potassium metasulphite..... ..... 2 grams
Sodium sulphite, anhydrous... ...35 grams
B. Potassium carbonate dry..... ....90 grams
Potassium bromide..... .... 1 gram

One gram of A and 7 grams of B are required to form 150 to 200 c.c. of developer. In making up the separate powders into carton form, the 7 grams of B is placed at the bottom of the glass tube, upon this a fragment of cotton-wool, and upon this the 1 gram of A. The tube is closed with a cork, then dip cork and top into melted paraffin wax.

Pyrocatechin.

A. Pyrocatechin..... .... 5 grams
B. Sodium sulphite anhydrous .....20 grams
Potassium carbonate, dry..... .....60 grams

One gram of A and 10 grams of B are taken and placed in a tube, as above directed. This quantity is dissolved in 150 c.c. of water.

Glycin.

Glycin..... .... 5 grams
Sodium sulphite anhydrous... .... 7 grams
Sodium carbonate, anhydrous... .28 grams

This developer is specially recommended. It gives excellent results and keeps readily for six months without alteration. The quantity given above is dissolved in 50 c.c. of water, or, if a smaller quantity of developer is required, 8 grams of the powder is dissolved in 100 c.c. of water.

COLOR FOR PAINTING PHOTOGRAPHS.

The colors used for painting photographs, and the directions for using them, are given as follows in a foreign contemporary :

Complexions.—Dark : Venetian red and Roman ochre, with a little rose madder. Fair : Scarlet vermilion or light-red with pink madder, and Indian yellow or yellow ochre. Shadow color (for deep tones) : Indian yellow or Venetian red or rose madder, each color used separately, according to complexion. The neck must be grayer than the face and slightly pink on the collar bone ; arms, hands, and elbows, pinkish.

Hair.—Put the color on in masses, and if possible have a piece of the hair as guide. Brown : Light-purple hue, shadows sepia. Gray : Cobalt Roman ochre and sepia ; a little scarlet may be added. Auburn : High lights, a little neutral tint and lake ; shadows, burnt umber. Chestnut: High lights and very dark shadows, slightly purple ; general color, burnt amber ; sepia may be added. Red : Venetian red and lake, or burnt sienna if not very red. Black : Indigo lake and gamboge mixed, or lampblack modified with lake or indigo according to color.

To Remove Stains From Negatives.

A common defect of negatives is the staining of the film from one cause or another. The most common is the silver stain. It is removed by placing the negative in a solution made of iodide of potassium, one part, and water, twenty parts. The plate should lie in the solution till every trace of the stain is removed. If the stain is a small one it can be removed by local treat-

ment. To an ounce of water add ten grains of iodine and forty grains of iodide of potassium. When dissolved add a few drops of hypo solution of a strength of one to three, and, when perfectly clear, dip a piece of chamois-skin in the liquid and rub the stain gently until it disappears. Wash well and dry.

Developer stains sometimes occur, especially with pyro, when the developing is much prolonged. To remove, make a solution of sulphate of iron, one and one-half ounces; sulphuric acid, one ounce; powdered alum, one ounce; water, ten ounces. This bath must be made twenty-four hours before use, to allow it to ripen. As soon as the negative is thoroughly fixed, rinse well and place in this bath. The stains will fade out in about ten minutes, or even sooner. If a negative has been washed and dried it must be well soaked before putting in the bath, and it will take longer to remove the stains. This bath may be used three or four times, but after that should be thrown away.

Pyro-Soda Developer.

A very satisfactory developer will be found in the pyro-soda developer, a good formula of which is made as follows:

Solution No. 1

Pyro	¼ ounce
Potassium metabisulphite	60 grains
Water	20 ounces

Solution No. 2

Potassium bromide	15 grains
Sodium sulphite	2 ounces
Sodium carbonate	2 ounces
Water	20 ounces

Use equal parts of each, or if over exposed or there are strong contrasts in the scene, dilute one-half.

Metol	30
Amidol	18
Rodinal	40
Hydrokinone	5

This system is simplicity itself. All that one has to do is, after pouring the developer over the plate, to commence to count seconds, if necessary using a watch, until the moment that the first appearance of the image can be seen. This is the time of appearance which, when multiplied by the factor for the developer that is bei used, gives the total time of development, which is calculated from the moment when the developer was first poured over the plate.

An example may make the principle more clear. I will assume that the developer that is in use is rodinal, which has a factor of forty. The mixed developer is ready in a graduate and the plate has been placed in the developing dish. Note the time by the watch, and immediately pour the developer over the plate, at the same time commencing to count seconds. Assuming that the image makes its first appearance in ten seconds, this is multiplied by the factor (forty), and we obtain six and a half minutes as the total time of development, reckoning from the moment when the developer was first poured over the plate.

It is hardly necessary to mention that the dish must be rocked continuously during development. At the proper time the plate is removed from the dish, and, after it is rinsed under tap, fixed with hypo. Negatives so treated will invariably be correctly developed, providing that the plate has received a reasonably correct exposure.

The other, and more scientific method of developing by time alone, will give the best possible results to be obtained upon the plate, even if it be under-exposed or over-exposed; but it requires that the developer be used of a constant temperature. For this reason it is not a method to place in the hands of a novice, unless he has received a training in chemical manipulations. It depends upon a property possessed by every dry plate or film, known as the development factor. This means that the same amount of printing contrast will be obtained upon all plates of the same batch number that are developed with a developer of uniform composition at the same temperature, provided, of course, that the plate has been exposed. If it is possible to control the temperature of the developer, all that is necessary is to develop the plate for the proper period of time (say four, five or six minutes). This correct time of development may be easily found by two or three experiments in the absence of more exact data.—The Red Lamp (Mawson and Swan).

NEGATIVES FROM NEGATIVES.

Dr. Thibaut gives a process in the "Photo Revue" for making negatives from negatives which is rather different from the usual bichromate method. Instead of using the ordinary solution of potassium bichromate the following liquid is applied to the sensitive dry plate with a soft brush:

Copper sulphate	1 gram
Manganese sulphate	3 grams
Potassium bichromate	6 grams
Water	100 c.c.

The plate is exposed under the negative until the detail is visible at the back, and is then quickly washed until the washing water is colorless. Next the plate is treated with either hydroquinone or diamidophenol, and development is carried well through to the back. In the resulting negative right and left are reversed. Chem. and Drugg.

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Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

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OUR CORRESPONDENCE has been such a success that we would like you to know. Courses can begin any time. The same diploma is given full particulars to **W. E. HAMILL, M. D.,**



COURSE IN OPTICS what those who have taken it have to say. Correspondence correspondence students as class room students. Write for **Oculist, Janes Building, TORONTO.**

Next and only personal course for the year begins May 8th, i.e., immediately after the pharmacy examinations are over.

The Best Value For Druggists Is

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For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

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Absolutely Sure!

Any Druggist, when he sells or recommends "Mecca" Ointment, does it with a certainty that his customers get full value for his or her money and they will come again and again for it. We will stand behind every jar. All Wholesale Drug Houses or

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Take public taxicab or carriage to hotel at our expense by instructing driver to charge service to Hotel Lenox.

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TORONTO CANADA



The Original and Only Genuine

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MINARD'S LINIMENT

HEADACHES AND ERRORS OF REFRACTION.

D. M. McKay, in the Practitioner, makes the claim that is now recognized that many so-called "functional" headaches—that is, as distinguished from "organic" headaches— are due to eye strain, mostly as the result of an error of refraction. The error may be, and indeed usually is, insignificant, a fact known to and recognized by every modern ophthalmologist, at least in this country and America. McKay protests against the view, which he fathers upon the Lancet, that astigmatism, when less than one diopter is of no importance. At the same time few British ophthalmic surgeons believe with Dr. George M. Gould, of Philadelphia, that most general ailments are to be attributed to errors of refraction. Mackey explains the connection between eye strain and headaches by assuming—first, an irritation of the sympathetic nerve-endings in the ciliary muscle, "producing congestion of the brain"; and, secondly, the necessity of dissociating two movements associated in nature. Some slight share may be taken in the inability, in spite of repeated efforts, of obtaining clear images upon the retina. The practical position, as it stands to-day is summed up by Mackay in the following words: "Every case of headache which is not removed by other means should be suspected of refractive error, and that this suspicion should only be dismissed if refractive error is proved to be absent."

POST-GRIPPAL COMPLICATIONS.

If there is one particular feature which characterizes the general influenzal attack, it is the decided and sometimes intense prostration that remains after the subsidence of the acute symptoms of the disease. This general vital "set back" is oftentimes entirely out of proportion to the severity of the original grippal attack, and the most robust patients are sometimes the most severely prostrated. In addition to the general devitalization, La Grippe is extremely likely to be accompanied with or followed by such troublesome complications as otitis, neuritis, sinus, inflammation, gastro-intestinal derangements, resistant and obstinate bronchial catarrha, and, more dangerous than all, a peculiar, more or less characteristic, asthenic, form of lobular pneumonia. The skill of the physician and the vital resistance of the patient are often taxed to the utmost in a combined effort to induce final recovery. Anemia, to some degree, is almost always brought about by the combined devitalizing power of the disease and its complications, and convalescence is likely to be tardy and tedious. An easily borne, readily assimilable hematinic does much to hasten recovery, and Pepto-Mangan (Gude) is an especially eligible method of introducing the much needed ferric and manganic elements, without producing or increasing digestive difficulty. In no condition does this well tried hematic remedy evidence its undoubted reconstructive power more certainly than in the treatment of post-grippal convalescence.

"TABLOID" CHEMICALS FOR COLOR PHOTOGRAPHY.

Photographers who want to experiment with color plates (and who does not?) are sometimes deterred by the difficulty of making the various solutions which are required for the processes of reversal, etc. This difficulty is increased by the fact that separate and distinct formulae are given by the different makers for use with their plates.

Burroughs, Wellcome & Co., have grappled with this problem with characteristic thoroughness, and have evolved formulae which produce excellent results with the Autochrome, Thames (combined and separate method), Omnicolore and Dufay plates.

The three products required for dealing with any of the above named color plates are:

"Tabloid" 'Rytol' Developer.
"Tabloid" Reversing Compound.
"Tabloid" Color Plate Intensifier.

and equipped with these and the very explicit instructions issued with them any amateur can try each of the plates in turn if he wishes, and any one who can make a good negative should be able to produce also by this means, a thoroughly satisfactory photograph in natural colors.

A strong solution of 'Rytol' is used for development by the time and temperature method, and after washing, the plate is placed in a solution of "Tabloid" Reversing Compound. Redevelopment with 'Rytol' completes the process, except in those cases where there has been an error of exposure and the colors are consequently weak.

Such plates can be greatly improved, and the best possible results obtained by treatment with "Tabloid" Color Plate Intensifier, followed by fixation in a weak hypo bath.

The whole process is as simple as can be, thanks to these reliable and accurate "Tabloid" products which do away with all uncertainty and error in making up the solution.

The price is moderate, and there should be good possibilities of profitable business with amateurs interested in color photography.

The display of actual example in the window together with a set of "Tabloid" chemicals would be sure to attract attention of a profitable character.

IT WILL PAY YOU TO STOCK
SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS
Your Jobber can supply. May we send our Illustrated Export Price List. 18 PACKETS
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STAINS ON BROMIDE AND GASLIGHT PAPERS.

This is the season when photographic dealers receive complaints from their customers concerning stains on bromide and gaslight papers, the last named being particularly liable to staining. Chemists who deal in photographic goods, but have not had much practical experience with plates, films, papers, etc., are often a good deal worried by the constant relation of various difficulties encountered by amateur photographers, and it is the purpose of these notes to give a helping hand in the troubles that beset users of bromide and gaslight papers.

The stains can be removed, but when the stain is dark-colored, or the print has been allowed to dry, the removal is not so easy. The most convenient method is to immerse the prints for a few seconds in liq. hydrogen peroxid., B.P., 1 part, water 4 parts, increasing this strength if necessary. If this fails, try liq. sodae chlorinatae B.P., similarly diluted and strengthened if necessary. Wash for a few minutes in water and dry. The action of liq. sodae chlorinatae may be increased by adding a few drops of 10 per cent. aqueous solution of oxalic acid, but this will gradually affect the image. In the case of large prints, or localised stains, mop the "affected parts" with a tuft of cotton-wool soaked with solution. When a stained print has been allowed to dry, or in the case of stains of any age, it is not always possible to entirely eliminate them chemically. The next best thing to do is to neutralise them by dying the whole print the same color as the stain, using ordinary aniline dyes. This is not applicable when the tint is dark. There are many dye preparations already on the market for dying and tinting prints, lantern-slides, and transparencies. These are what should be recommended for the purpose in view.

To Prevent the Stains

[illegible] developer, and not to use developer till it becomes exhausted, or stains will occur while the print is in the developer. The trouble, however, mostly occurs in the fixing-solution. The following precautions are needed. Let the fixer be as nearly as possible the same temperature as the developer. When a print is transferred to the fixer, keep it moving for at least twenty seconds, by rocking the dish. When putting the second print in the fixer, let it be face downward and underneath the first one. The third print is placed face downward and underneath the second, and so on. Rock the dish for a few seconds after each print is put in. An acid fixing-bath is strongly recommended. The following is simple and suitable :

Potassium metasulphite...	½ oz.
Sodium hyposulphite...	4 oz.
Water to.....	20 oz.

To avoid contaminating the fingers with hypo when lifting up the prints use a glass rod or a bone knife. Use a dish of amule proportions for the hypo ; it is a mistake to use a quarter-plate dish for fixing quarter-plate prints—unless only a very few prints are being done. Most of the stains on gaslight and bromide papers are caused by throwing the developed prints into the fixing bath in any order, or one on top of another, and not keeping them in motion for a few seconds after each fresh print is put in the dish. The importance of putting prints face downward is particularly well demonstrated when fixing large papers. Let a 10 by 8 or 12 by 10 print be well soaked in the fixing bath and allowed to remain face upward in the solution for a minute or two, when it will be seen that the film is actually above the level of the solution—out of the sphere of activity of the bath.

The secret of success in gaslight-printing, and in any photographic operation, is method, and method in photography, as in pharmacy, includes carefulness, cleanliness, and patience.—Chemist and Druggist.

Vanity is the handle by which you can influence most men. A strong dash of personal vanity has made many a man successful.



THE MARTIN, BOLE & WYNNE CO.

WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1,000 to $5,000. Also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

Business during the past month has been very good. There have been no startling changes in prices, for minor ones see below.

Bismuth salts are quoted at an advanced price, and even at this figure is considered a good purchase.

Mercurials, Santonine, Camphor preparations are all higher.

Glycerine is firm with higher tone indicated.

Opium and Morphia preparations have been easier in price but higher prices are looked for.

There is no change in the price of Insect Powder, Paris Green or Napthaline.

A Advanced. D Declined.

A.—Apomorphia Mur. ¼ oz..... ....ea.	$1.60
A.—Cod Liver Oil, Norway..... .....gal.	2.75
A.—Cod Liver Oil, Newfoundland...gal.	2.50
D.—Digitalis Leaves..... ....lb.	.25
D.—Digitalis Leaves, Powd..... ... .lb.	.30
A.—Ergotine-Bonjean ....oz.	1.25
A.—Grains of Paradise... ... .lb.	.50
D. Guarana Powder..... ....oz.	.30
A.—Haematein (15 gr. tube)..... .....ea.	.30
A.—Hawmagallol..... ....oz.	.85
A.—Lead Acetate C.P. Crystal..... ...lb.	.25
A.—Quinine Salicylate..... ....oz.	.55
A.—Quinine Valerianate..... ....oz.	.60
A.—Root, Golden Seal..... ....lb.	4.25
A.—Root, Golden Seal, Powder... ...lb.	4.50
A.—Strontia Salicylate..... ....oz.	.25
A. Strychine Sulphate..... ... .oz.	.95
A.—Validol, 25 gramme..... ....ea.	1.25

KENT-M'CLAIN AGAIN.

When Mr. J. H. Clements, of Kamloops, B. C., ordered a magnificent outfit of oak drug fixtures, and then had them burnt up in a store house fire, and had to order all over again, it was unfortunate for Mr. Clements, but it gave the makers, Kent-McClain Limited, (Toronto Show Case Co.), an opportunity to meet an emergency that they did not miss.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

BUSINESS FOR SALE

Paying drug business in thriving, growing Ontario town, best location, no cutting, agreeable opposition, well established and improving every year. Investigate quick. Box 9, Canadian Druggist.

FOR SALE.

Drug business in Southern Sask. All English speaking people. Stock, $3,000, Turnover, $10,000, increasing. No opposition. Doctor and Veterinary. Will sell store on monthly payment. Residence over store.

Box 22, Canadian Druggist, Toronto.

SALESMAN WANTED.

First-class man calling on Drug Trade in British Columbia to carry as side line some well-advertised specialities; correspondence confidential. Address Box 400, care Canadian Druggist, Toronto, Ont.

SITUATION WANTED.

In a Wholesale Drug House by a Scotsman, 28, married, not fully qualified, wishes situation in Canada. Served time, and still employed by same firm. Experienced in Wets, Drys, Manufacturing, etc. Plenty of energy and used to hard work. J. Hossack, Pembroke Place, Edinburgh, Scotland.

A GOOD OPENING FOR DRUGGIST.

To Druggists—Good opening and a suitable building available for same in Jansen, Sask. Especially suitable for a doctor with some capital. Apply, The Secretary, The Board of Trade.

FOR SALE.

1 glass sponge case, 1 counter scale, 30 1 quart Tinct. bottles, 22 1 pint tinct. bottles, 20 small and 24 large salt mouth bottled. Address

Box 50, Carleton Place, Ont.

Promptness and Accuracy are the Requisites

of Satisfactory R Work

You will find us proficient in every detail, no matter how difficult the case may be. A trial order will convince you. Why not the next one you have?

A FEW OF OUR SPECIALTIES

The Triumph Finger Mount
The Ear Ez Temple
The Sure-Fit Strap

We will be pleased to send samples any time.

Michigan Optical Company, Limited

20-22 ADELAIDE STREET WEST **TORONTO**

A SIMPLE METHOD OF EMPTYING CARBOYS.

A simple and efficient method of emptying carboys into any number of bottles (preferably winchester quarts) with nitric acid from a carboy of that liquid is to fit every one of the bottles with two-holed rubber stoppers. In the Chemical News Mr. H. H. F. Clarke gives full directions as to how this method should be conducted. Through each hole pass a piece of glass tubing bent in a right angle with arms about three inches long. If the bottles are to be quite full only the end of the tube should be allowed to pass through the stopper about half an inch. Connect the free arm of one of the tubes in a bottle to the free arm of another tube in another bottle with a small piece of India rubber tubing, and repeat this until all the bottles are connected up in one line. Then there will be a free end at one extremity of the line and another free end at the other. Join one of these tubes to a bent glass tube, passing to the bottom of the liquid in the carboy. Connect the other free end to a glass filter pump (Bunsen's for preference) with a piece of thick-walled rubber tubing. Now turn on the water supply connected with the filter pump, when the liquid will be forced up the tube, between the row of bottles and the carboy, into the first bottle. When this is full the liquid will flow into the second; and then on to the third, until all have been filled or the acid in the carboy is exhausted. The two pieces of bent glass tubing connecting bottle to bottle, may be replaced by a single piece bent twice. It is convenient to use this single piece when dealing with sulphuric acid or other corrosive liquid which attacks rubber. If the supply of rubber stoppers is limited, three or four bottles only may be fitted up. When these are full the water supply is turned off and the bottles removed. Other bottles may be put in their place, and so on until the carboy is empty. A metal filter-pump or any other suction apparatus may be employed instead of the glass filter pump, if a wash-bottle containing water be placed between it and the last bottle. The object of this is to prevent the fumes coming over and injuring the metal.

LABEL VARNISH.

A label varnish that remains permanent and will not turn yellow, is made as follows:

Coat the label, after it is attached and perfectly dry, with a mixture of equal parts of Collodion and Ether. When dry apply a coat of Gelatin solution having the consistency of Olive Oil, and immediately following this, apply a coat of Solution of Formaldehyde, U. S. P.

Thus treated, labels will stand any amount of washing, and will always look well.

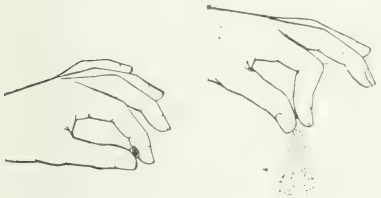
The Canadian Druggist.

Vol. xxiii. TORONTO, CANADA, JUNE, 1911 No. 6

EXAMINE then JUDGE a

"PULVERETTE"

The All British Patent POWDER PILLS



Before After

¶ Superior to pills and compressed tablets.

¶ Supersede American made Powder Pills.

¶ Will not crack or discolor when kept.

¶ Process of manufacture is simple, quick and accurate

¶ Drugs do not deteriorate during manipulation.

¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in **PULVERETTES.**

Canadian Depot:

T. H. McTAVISH & CO., 723 Yonge St., Toronto

Samples and Quotations:

OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

SHOULD TAKE A REST.

The business man, no matter in what line he may be engaged becomes a mere machine if he, day in and day out, stands behind the counter, works at the bench or transacts business in the office, and does not take a rest both of mind and body at some period during the twelve months. "All work and no play makes Jack a dull boy," and the everlasting grind does not tend to sharpen him up, as his thoughts and labors are all in the one direction. Business to-day is too apt to make slaves of all of us, and we do not really "live" when our whole attention is centered on it without giving due thought to the development of the mind and body, such as are essential to the physical and mental growth of everyone.

Every man in business owes it to himself to take a rest whether long or short in duration, if for nothing else than the benefitting of his physical condition. The strain of commercial life today affects us whether we realize it fully or not, and if we would not only enjoy life but also further our own various callings, it is necessary that the mind and body both have rest and change.

And by rest we do not mean altogether sitting down and doing nothing, but the change of occupation, scenery and environment as well as the dropping for the time being all the cares and worries of business, will repay anyone who will take a vacation from business once in a while. If it cannot be all done at once, let it be done at various times during the year, and depend upon it there will be no loss from such a compliance with duty, but on the contrary, we will return to it with increased vim and ideas broadened to such an extent that the business will receive an added impetus.

DO YOU READ THEM?

Do all our readers pay the same attention to the advertising pages as they do to the general matter contained in the [illegible] literary contents, although that should be, and we believe, usually is in our trade papers of the present day the leading feature, but another fea-

ture which should demand the most careful attention of each member of the trade are the advertising pages through which various announcements are made by manufacturers and jobbers intended to be and which are of decided financial interest to all.

The "Canadian Druggist" caters to the professional and the commercial aspects of the drug trade, and it is the combination of the two which makes the successful druggist, as well as the successful trade Journal, and the live advertising which our Journal contains each month is such as should appeal directly to everyone of its readers.

The druggist who is alive to his own interests will therefore read carefully every individual page of each issue of this Journal, for the entire contents are not only instructive, but also helpful in the way of financial advantage.

WORK TOGETHER.

The formation of Boards of Trade in growing municipalities has become quite a feature in Western Canada, and it bids fair to prove a strong force in the development of that portion of our Dominion. A Board of Trade composed as it is of citizens of all classes and holding diverse views on many subjects, cannot but prove the greatest benefit to any municipality where it is carried on for the general good.

The general prosperity of any town and city depends in a large measure on the combined influence of the leaders in commercial life, and not only does the general progress of the place receive its stimulus from the action of a Board of Trade, which, as a rule, is more representative than any board of Aldermen, etc., but there is brought about a field of mutual interest which makes a far better understanding and a closer business relationship between members of any one craft.

It is this working together for the common good that takes a man out of his own selfishness and makes him one of the group which seeks the advancement, not only of the interest of the craft in which he is personally engaged, but also to all business men with whom he has to do.

A MERRY WAR.

The opening of a "Liggett" drug store in Toronto which possibly means the extension of the business which is being carried on under this name in the United States created somewhat of a stir amongst the other cut-rate stores in Toronto. Some who probably thought they had it all their own way and would reap considerable benefit from their advertising as "cut-rate druggists" naturally became somewhat alarmed at this addition to the ranks of this class of dealers, and a merry rate war has been begun in the bid for public patronage which bids fair to injure one or other of the parties engaged in it.

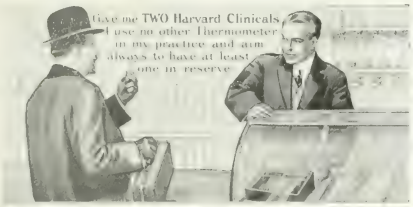
The retail druggist of Toronto need not become unnecessarily alarmed at this condition of affairs. The cut-rate druggist has now become an established factor in business, and so much so, we believe, that the public recognize the tactics which they adopt and will govern themselves accordingly. The druggist who carries on his own business in a straight business-like way is, we take it, more likely to prove successful than the one which is bidding for the trade by cutting under his competitor and seeking to take his patronage from him by means which are certainly anything but business like.

The patrons of the cut-rate drug store are those who would in any other event go to the drug counter of the department stores, and they cannot be considered a very valuable factor in the drug trade as it is now in Toronto. The conditions in the trade in this city to-day are better than they ever were, and we believe they will continue to be so notwithstanding any accessions, such as we have mentioned, and we strongly advise that instead of advertising these stores through "pitching into them" and making a great deal of todo about them, the druggist should look more after his own business, and carry it on along such lines as will command the confidence and the patronage of the leading portion of the public.

BUSINESS SUGGESTIONS.

It is essential that the commercial side of the drug business should always be brought well to the front, not of course to the neglect or detriment of the professional aspect, but as a help in putting the earning power of a business. Thus it is that in our columns we desire to give at times to bring before our readers suggestions, both original and those taken from the writings of sound business men, which although they may not have a direct bearing upon pharmacy proper, certainly have to do with the financial side, and are intended to be helpful to the druggist in his business campaign.

The Trade Journal seeks to be, and should be not only a means of communication between various members of the trade which it aims to represent, but it also should reflect the opinions, as well as the experiences of others in various branches of commercial life, thus proving itself of real value along the different lines which it endeavors to bring directly before the notice of its readers.



HARVARD "Clinicals"

Insure "Repeat" Orders

All Clinical Thermometers are inherently fragile instruments, and are frequently subject to unavoidable breakage—even in the hands of experts. Certain physicians have told us recently that they break as many as a dozen thermometers in a year.

Think of the possibilities open to you for business, Mr. Dealer, if you carry a line of Clinicals that will command "repeat" orders.

HARVARD CLINICALS we know will do this, because they will please your customers—even to the most exacting physician.

'Tis not guess-work with us. They have pleased just such customers for many years.

They are accurate, reliable and dependable. We guarantee them to remain so while unbroken.

We are talking Clinicals to the physicians also. Be prepared to meet their increased demands.

Lay the foundation to-day for a bigger business, by writing for our **Pyretometer Catalog P 11.**

THE RANDALL-FAICHNEY COMPANY

Instrument Makers BOSTON, U. S. A.

For Infancy, Illness and advancing Age.

BENGER'S Food

Benger's Food is for Infants and Invalids and for those whose digestive powers have become weakened by illness or advancing age.

If the digestive functions, however weak, can do any work at all they should be given work to do *to the extent of their powers.* Exercise strengthens, but over exercise defeats its purpose. It is here that Benger's Food is so admirable. In the easy process of its preparation the digestibility of Benger's can be regulated to a degree of extreme nicety.

Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

Benger's Foods are obtainable through most Wholesale Druggists and Leading Drug Stores.

SOUTHALL'S'

SURGICAL DRESSINGS

Absorbent Wools, Lints, Bandages, Gauzes and Butter Cloths, Aseptic and Antiseptic Dressings, Boric Lint.

Southall Bros. & Barclay, Ltd.,

Weavers and Bleachers

Mills—Bromsgrove & Birmingham, England.

AGENT FOR CANADA: [illegible]

CAXTON BUILDINGS, Westminster, London, S.W.



Patterson's TORONTO Candy

"A MATTER OF GOOD TASTE."

In addition to our famous

"Private Stock" Chocolates

we have recently added several new lines among which are

"Chocolates Imperators" AND "Chocolates Deliciosos"

In ½ and 1 lb packages

Write us a trial order and be convinced

The Patterson Candy Co. - Toronto

Special Export House for OLIVE OILS of the Provence and of Italy

Registered Trade Mark: "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. BENABEN at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

Sole Agent for Canada THOMAS GIBBARD 43 Saint Francois Xavier St., MONTREAL

Granular Effervescent Salts

The demand for these goods with us is very large and is constantly increasing and this is due to the fact that in the first place this department is managed by expert chemists who have made Granular Salts a special study. Secondly, the very highest grades of raw materials procurable are used and these are imported from the European manufacturers. Thirdly, every care is given to produce granules of an even size, the small particles being eliminated entirely. If not already trying our Effervescents, try a sample lot.

THE TORONTO PHARMACAL COMPANY, LIMITED

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"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anaemia. Those who are in a position to know what is "Real" use "Electric Beans."



"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

THE RETAILER'S ADVERTISING.

The merchant who contents himself with the science of buying and selling goods, and does not understand the primary principles of advertising, must naturally make way for the man who does.

The merchant, his buyers and his clerks must have clean-cut ideas as regards the purpose, the extent, the means—the very printed text and illustrations itself—of the advertising campaigns which are behind the goods which they sell or ought to sell. To properly buy a stock of goods, to talk it, to sell it, they must know advertising.

When a concern makes statements over its name as to the demands it expects the merchant must have enough knowledge of the subject of advertising to guide them in making up stock, if to focus his full share of the business.

The attitude of the ignorant man is to distrust the advertising help. His hazy ideas of advertising and his lack of initiative make him distrust everyone but himself—and finally himself.

THE WORLD HATES A QUITTER.

So long as you won't acknowledge it, you haven't failed. Suppose one thing has gone wrong—make something else go right. This is such a busy world that we haven't time to recall unimportant things, and if you don't keep reminding us we'll forget all about the incident.

But if you walk around with the badge of despair in your face and reference to the past in your talk, how can we help remembering? Your greatest trouble is your egotism. You overestimate your status in the scheme of life. You imagine that your misfortunes are just as fresh in everyone else's thoughts, but if you want the truth, we don't know that you are living except when you force us to realize that you are alive.

The fact that all creation has made up its mind that you are done for does not settle your fate one jot. You are the only man who can decide. The world does not condemn you when you fail, trying, so long as you don't fail crying. It does hate a quitter.

BE ACCURATE.

Under the above heading an editorial appeared in the April issue of the National Druggist, which we believe it is well to reproduce here, dealing as it does with practices which, although we do not believe are very prevalent, yet, in some cases, we have reason to suspect to exist. The editorial is as follows:

Not long ago we happened to watch a young druggist he was a college graduate, too at work, filling a prescription. Conceive of our surprise when we saw him calmly dip his spatula into a jar containing one of the ingredients called for, and, without weighing the drug, throw it into his mortar with as much confidence as though he were positive that the quantity was of the exact weight prescribed. If he had stopped to consider the possible result of his indifference or laziness, whichever it might be, he would possibly have been more careful.

It is true that in this case the drug was not of a poisonous nature, and that, as our young man explained when we expressed surprise at his manner in filling the prescription, "an excess of even thirty grains wouldn't hurt the patient." But it is not less wrong to guess at the weight of a simple harmless drug than it is to depend upon the eye in the case where a powerful or poisonous medicine is used. If only in the first instance the careless practice is employed it will not be long until it extends to the handling of the second class of drugs. And it is precisely here that the danger lies.

Now the case of this young pharmacist was undoubtedly an extreme one and is exceptional. Yet there is one mode of inaccurate putting up of prescriptions which is commoner than it ought to to be. We refer to the practice of filling prescriptions by weighing or measuring off the active ingredients, placing in bottle of the desired capacity, and then filling the bottle with the solvent indicated, the assumption being that all bottles are uniform and hold exactly the volume of liquid indicated on their faces. But that this assumption is false, we showed some time ago in a paper recording actual experiments. Here again, it may really make little consequence if the medicine is not potent. But if it is potent, dangerous consequences may arise; if the bottle is of less capacity than indicated on its face, then the patient may get too large a dose of the powerful ingredient, with possible injury or even loss of life; if the bottle holds more then the patient will get too little in a dose and the expectations of the physician be defeated.

It is absolutely necessary that everything called for in a prescription be weighed or measured with the greatest accuracy, and that the fullest attention be paid to every detail. The responsibility resting upon the pharmacist in the matter of filling prescriptions is too great to allow of any deviation from this rule.

KENT-M'CLAIN AGAIN.

Mr. Roberts, of Fort William, is having his new drug store in Fort William fitted up in mahogany. It is twice certain of being a beautiful store, first, because of the mahogany, second because of the makers—Kent-McClain, Limited (Toronto Show Case, Co.), of course.

PROSECUTION UNDER THE "HABIT FORMING DRUG ACT" OF BRITISH COLUMBIA.

(From the B. C. Pharm. Record, May, 1911.)

Those of us who thought that the Habit-Forming Drug Act filled a long felt want were treated to a rude shock last month when Magistrate Jay of the Victoria Police Court gave a decision to the effect that as the Province can legislate only to control the actions of trades and professions, the recently passed Act applies only to controlling the handling of Cocaine, etc., by druggists, physicians, veterinarians and dentists, and not to the public at large. This information was gained as a direct result of an attempt on the part of the city to prosecute a barber, one Augustus J. Baynton, for supplying on various occasions, cocaine to a waitress, Mary Dominey, "for headache." In defence Lawyer J. A. Aikman, contended that the act did not apply to this case; that a Dominion Act only could control the criminal actions of the public at large. The Magistrate took the matter under consideration, and a few days later gave his decision as stated and dismissed the case. We have then this anomaly:—provincial druggists unable to sell certain habit-forming drugs, save as provided by the Habit-Forming Drug Act, while any other person outside of the professions mentioned in the Act, may obtain a quantity by post or otherwise (say from the United States) and distribute it broadcast. We need hardly inform our readers that the B. C. Association, through its President and Council, promptly took the matter up and will watch carefully the result of the appeal, of which notice was given by the public police prosecutor, E. H. Harrison.

"MAKING GOOD."

The expression, "making good," is much in evidence these days in business, commercial and public life. It is a phrase easily said, but often hard and difficult to work out, being susceptible of many and peculiar conditions and often tantalizingly slow of final and successful demonstration.

"Making good" is the difference between success and failure. It is the redemption of the pledge made by the young man when he accepted his first position, in which he promised to do faithfully the tasks allotted to him and so to add to the prosperity of himself and his employer.

"Making good" means to the live, up-to-date man, the evolution of order from chaos in the badly managed, poorly arranged store, office or laboratory, and keeping everything working in the most economical and labor-saving manner.

A solid foundation of business credit can only be established by living strictly up to all promises, or "making good." The honor which always meets its financial obligations to the letter is "making good."

The payment of a promissory note on the day specified therein or earlier by the signer is a clear case of "making good." I know one house that sends cheques for due notes one day before maturity, so that on the exact day, and not the day after, the settlement is made. Only one day, but what a difference!

The world's greatest undertakings in every department of activity in business, commerce or socially are based at home and abroad upon the keeping of promises, which means "making good."

"Making good" means the completion of the contract or promised work, treating appointments with respect, finishing the apprenticeship, overcoming difficulties and paying debts promptly. Indeed, it is the basis of all business success everywhere and at all times. It is one of the essential elements of integrity. Possession of wealth is not necessarily a certificate of character.

FAME THAT WILL ABIDE.

Hurry that necessitates waste to-day, no matter how dazzling the job now looks to us; hurry that grabs and piles up property in few hands (property that by the larger law of love would be better given into many hands) will, two hundred years hence, be esteemed as we now esteem piracy.

The men who hunted with microscopes in the sputum of consumptives for the germ of the white plague; the women who lived in the slums in order to show blind people the light; the people who have carried the gospel to heathen lands by the sacrifice of their own comfort; the writers who have put into form great and uplifting thoughts, these are greater in the Kingdom of Heaven, now being built upon earth, than the men who grab and bag water powers, coal lands and lumber forests.

For my part I'd rather have written the Autocrat at the Breakfast Table, the Twenty-Third Psalm, or the Ode to the Nativity, than to have stolen a whole ragbag full of railroad irons and built a trans-continental highway of them; or to have syndicated all the standing timber of the earth. A thousand years from now Oliver Wendell Holmes will not need any monument. Big business Kings that now loom so large before our western eye, will each need to have a monument peak named for him to keep his flickering fame alive. The Sharp-hooter in the Commercial West.

There's a lot of difference between being blind to the faults of your friends and winking at their vices.

Specify "Frosst"

When ordering pharmaceuticals from your wholesaler, specify "Frosst."

Frosst's Pharmaceuticals, conspicuous by their absence from the front shop, appeal to physicians.

Made for physicians' prescriptions, their place is in the dispensing department where they are recognized as standard.

Charles E. Frosst & Co. **Montreal**

We wish that we could bring home to every man, woman and child in Canada the fact that

CHOCOLATE "BORDO"

is different from all other Chocolates on the market.

If we did not honestly believe and know from a vast experience that **BORDO** had merit worthy of the attention of every merchant, we simply would not waste time or energy nor buy space in this or any other Journal to tell you about it.

BORDO once bought attracts trade because the quality never varies.

BORDO has a filling different to all other Chocolates.

BORDO contains a flavor that is not forgotten, "it's unique."

We are prepared to send samples and particulars to any merchant if you will simply request us.

This will cost you nothing, and we confidently believe if you once try "Bordo" you will be pleased with the result right from the start.

If you are not selling "Bordo" then you are not supplying your customers with the best that they can buy with their money.

Will you be the "BORDO" Merchant of your town?

No time like the present to say so. Samples free for the asking. Can we do more? It is now up to you. Will you write us now?

The Montreal Biscuit Company

Manufacturing Confectioners Brewster Ave., MONTREAL



EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP—for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

WRITE US FOR PRICES:

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A NEW HAT
FOR
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Sell **"STROBIN"** the great Straw Hat Cleaner. Makes a new hat out of an old one.

Put up in a beautifully colored counter Box, with excellent advertising matter, and pays you a handsome profit.

Order a box from your wholesaler.

SOLE SELLING AGENTS FOR CANADA:

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Toronto

$1,000.00 Reward

We will gladly pay the above sum to any one furnishing us with information that will lead to the arrest and conviction of the guilty parties.

A counterfeit Dr. Martel Female Pill has been discovered in the U. S.

It carries the name of the French Drug Co., and a ficticious U.S. Drug Act Serial Number 17549.

But the worst of all is, the Pills are not like the genuine, and do the user more harm than good.

We want to warn you in time. We HAVE NOT FOUND ANY IN CANADA, but you must be on the lookout if you want to earn that $1,000.00.

The only safe way to get the genuine is for the Jobber to buy only of our Canadian Agents, The Lyman Bros. & Co. Limited, Toronto, Canada, and for the Retailer to buy only of his Jobber.

We will prosecute any Jobber or Retailer found by our agents handling any of the above goods.

The Genuine carry our name on the box as well as the Canadian Proprietary or Patent Medicine Act Number 1629 but any one that would be guilty of doing this kind of work may duplicate our box in Canada, so for your protection you must buy as above stated.

Thanking you for past co-operation, we are

Very Truly Yours,

Knickerbocker Remedy Company, Inc.

H. F. PIERCE, Pres. and Genl. Business Mgr. 36 East 23rd St., New York, N.Y.

(Sole distributors various Dr. Martel Medical Remedies)

PHARMACY IN GREAT BRITAIN

Close of the Winter Session — Forthcoming Events Sale of Spirit in Chocolates Veronal Poisoning Cases Assistants Pharmacists' Union Chemists and the Shops Bill—Drug and Chemical Markets.

(From our London Correspondent.)

Local Pharmaceutical Associations are at present engaged in taking stock of the work of the past session now that the winter's programme is completed. There are about 150 of these chemists' associations scattered up and down the country, and the great majority of them have been meeting at regular intervals during the last six months for the discussion of topics of interest to the craft, and for the promotion of social intercourse among the members. The value of organization has never been more fully realized than during the session just concluded, as an attempt has been made to link the various associations together with the Pharmaceutical Society as the parent body. On all sides it is admitted that much useful work has been accomplished by the local bodies, and now that they receive definite recognition as important units in pharmaceutical organization the opinions expressed by the associations carry increased weight. To mention only one instance the value of the work has been admirably demonstrated in the unity and energy displayed in contesting the claims of seedsmen and ironmongers to sell poisonous preparations used in horticulture and agriculture in places where sufficient facilities already exist for the purchase of these articles. The action of the Pharmaceutical Society in sending out the proposed scheme for a curriculum and division of the qualifying examination has also been universally approved. Apart from the scientific and trade aspects of the associations' programmes, the good fellowship and friendly regard which follow as the result of meeting brother pharmacists in the same town cannot but be of service to the craft in doing away with the old aloofness and petty jealousy. Mr. E.T. Neathercoat, Mr. R. C. Walshaw and others specially interested in this matter of local organization cannot fail to be pleased with the satisfactory result of their efforts.

* * * *

Portsmouth and Southsea, two popular south-coast seaside resorts, will this year be the meeting place of several congresses of interest to pharmacists. In July, the annual British Pharmaceutical Conference will take place there under the Presidency of Mr. W. F. Wells of Dublin, and a large gathering is expected. In the following month, the British Association for the Advancement of Science meets in the same district, with Sir William Ramsay as President. Owing to the influx of visitors for the Coronation ceremonies in this country during the summer, it is anticipated that many Overseas delegates will be present at both of these meetings. Any Canadian pharmacist who would like to attend the Pharmaceutical Conference should communicate with Mr. E. S. Peck, M.A., 17 Bloomsbury Sq., London.

* * * * *

The sale of a new form of confectionery by a Manchester trader, named Arthur C. Bowden, led to a prosecution at the City Police Court at the instigation of the Inland Revenue Authorities for selling without a spirit license, retail spirits in the form of chocolate liqueurs. It appeared that two police officers had in consequence of complaint, visited the shop kept by the defendant and purchased a quantity of chocolate liqueurs, which were sold at 3s. 9d. per pound. A Government analyst found that the chocolates contained 8 per cent. of proof spirit. Some other chocolates called cognac contained 10.6 per cent. The spirit was not absorbed in the sweets, but ran out very freely. It was also stated that the firm were selling one ton weekly. For the defence it was urged that the sweets were manufactured in large quantities and had a large sale in Scotland and on the Continent. The defendant and the manufacturers were under the impression that they could make and sell the sweets so long as the spirit used did not exceed 3 per cent., and they also said that the spirit was absorbed in the liqueurs in the same way as it was in puddings. The Stipendiary Magistrate came to the conclusion that an offence had been committed, and imposed a fine of £2 with ten guineas costs.

* * * *

Poisoning fatalities by taking veronal and similar drugs appear to be on the increase. Within one week in April several inquiries were held by London Coroners into deaths of persons caused by taking veronal, and in each instance large quantities of the drug had been swallowed. As a general rule in cases of this sort the quantities of poison is taken by mistake. Very rarely is veronal in existing use, or taken by persons suffering from sleeplessness, and as the system becomes

accustomed to the effect of the drug, the dose is increased, often with a fatal result.

* * * *

The third annual meeting of the National Union of Assistant Pharmacists, an association of young chemists, which was launched a few years ago by some ardent members of the craft who felt that another organization was needed, has just been held at Liverpool. Mr. J. J. B Waldron was elected as the new President, and in his address he referred to the considerable falling off in membership of the Union, which, after the passing of the first great wave of enthusiasm was only to be expected and need not dismay them. With the object of creating greater interest in the Union it was decided to lower the entrance fee and to centralize the government of its affairs on a more extensive scale than hitherto. An invitation to hold the next annual meeting at Glasgow was accepted.

* * * *

The Shops Bill, the provisions of which have already been explained in this column, is being considered by a Grand Committee of the House of Commons. Mr. W. S. Glyn-Jones is energetically watching the interests of chemists and druggists, but his efforts have not been entirely successful. Chemists, however, are not greatly agitated over the Bill as a clause in the proposed measure provides that nothing in the Act shall prevent a chemist selling medicine or medical appliances at any hour when his shop is supposed to be closed according to the regulations of the Act. Some discussion is taking place as to the definition of the term "medicine" as a chemist sells many articles which are not medicines and yet may be urgently required in connection with the healing art.

* * * *

The improvement which characterized the position of the drug and chemical markets in the early part of the year has not been maintained, according to reliable information which I have received from the City. With the exception of a few articles of speculative interest, buyers have not been disposed to make purchases on a large scale. Interest is maintained in opium and its products as a result of the reports of shortage of crops in the producing districts which have turned out to be well founded. The price of opium is considerably above what is regarded as its normal value. Morphine and Codeine have advanced in sympathy. Quicksilver has been in a very curious position, it being possible to purchase from something like 14s per bottle, which is below importer's price. A long expected further advance in the price of bromides is still awaited. Menthol has appeared to be of interest, but the price is fairly well maintained. Turpentine, seed oils, olive oil, glycerin, santonin, ergot of rye, ipecacuanha, and Buchu leaves are all articles which are being watched with some anxiety by buyers owing to the extreme prices to which they have advanced.

DISINFECTANTS IN JAPAN.

All the available information concerning disinfectants in Japan has been collected by the U.S. Consul at Yokohama. His report follows :

Crescine is a liquid extract and is a by-product of gas. It is manufactured by the Tokyo and Osaka gas companies, and is wholesaled at 89 per 100lb.

Disinfectol, a by-product of camphor, is manufactured by the Formosan Camphor Monopoly Bureau, and is wholesaled at $10.00 per 100lb.

The exports of camphor oil in 1909 amounted to 1,697,020lb., valued at $109,719, of which 1,161,819 lb., valued at $74,565., were exported to the United States. The wholesale price varies from 86 to 88 per 100lb. It is all manufactured in Kobe.

Almost all the carbolic acid used in Japan comes from Germany, none being made here. The imports in 1909 amounted to 802,451lb., valued at $79,884. The wholesale price is about $8 per 100lb.

Several gas companies in Japan make naphthalene during the winters, most of which is used by the Military Department as a disinfectant. Naphthalene is largely imported from the United States. The wholesale price varies from $3 to $3.50 per 112lb.

Formalin is imported largely from Germany, none being manufactured in Japan. The imports in 1909 amounted to 732,408lb., valued at $67,094. The wholesale price is $16 per 100lb., 40 per cent. grade.

A Japanese Company was formed in 1896 for the purpose of manufacturing a disinfectant called albose. It is in the form of a liquid, and also in a soap form. It is patented, and sells wholesale at $9 per 100lb. No statistics are available as to quicklime.

The import duties on disinfectants entering Japan are as follows :—Carbolic acid, $3.05 per 113 lb.; carbolic soap, 30 per cent. ad valorem ; formaline, $3.45 per 113 lb.; naphthalene, included with all other drugs, chemicals, and medicines, 20 per cent. ad valorem.—Chemical Trade Journal.

The man who spreads pessimism ought to get into moral quarantine.

Try to make folks deeply happy and their heavenliness will take care of itself.



WE CAN'T GUARANTEE SALES

but we can give you logical reasons why you should feature

WONDER-SHINE

The Marvellous New Silver Cleaner

Here's why it means money in your pocket—it's a new method of cleaning silverware without rubbing and without injurious effects to hands, clothing or plated ware—we guarantee that.

We are advertising to the customer from coast to coast and creating the demand.

We are offering a good fair margin of profit to you.

People are drawn to your store to make a Wonder-Shine purchase, in itself a small sale, but it possibly means new customers to you.

A trial order will convince you of the merits of these goods—place a display box on your counter and in your window and watch the sales.

Household Convenience Co.
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dainty and unique,
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Adjustable Razor Guard



Retails at 25c. Each

Makes the ordinary Razor into a Safety Razor by sliding the guard on to the blade. Fits any Razor right or left. It is finely finished and Nickel Plated.

Write for our free book : "Some Pointers for Gentlemen Who Shave Themselves."

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Rear Reflectors for automobiles, also Search Lights for Boats, Canoes, Electrical Household Specialties. Illustrated booklet and prices on request.

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Chairs, Tables, Fountain Stools, Combination and Tete-a-tete Sets.

Everything in this line to properly equip your store and provide your Trade with suitable accommodations.

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122 Ontario St., Chicago, Ill.

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TWO KINDS
NO SMELL

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Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known. Retains its strength for years. Sold in every Country in the World.

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TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.

MONTREAL COLLEGE OF PHARMACY.

ANNUAL MEETING.

INCORPORATED 1879.

43rd annual meeting of the Montreal College of Pharmacy was held in the College Board room on Thursday, May 4th, at 3 o'clock.

The President, Mr. D. Watson, occupied the chair. Mr. E. Muir, the Secretary-Treasurer, presented the Annual Report and the Financial Statement, both of which were most satisfactory.

Mr. Watson, in the course of his annual address, referred to the session of the college just closed as being one of the most successful ever held in the history of the College in an educational point of view. The number of Medals, Diplomas, Prizes and Certificates gained by the students, was far ahead of any previous year. It showed on the part of the students a close attention to the lectures, and a conscientious home study. The prospects for the coming year were of a most encouraging nature, and he fully expected to see a very large increase in the number of students from the fact that the Montreal College of Pharmacy is the only college giving lectures in the evening, in both French and English, thus enabling the student to fulfil all the requirements of the Quebec Pharmacy Act, and at the same time continue to gain his livelihood. Owing to the weight of years the much respected and esteemed Sec.-Treas., Mr. E. Muir, has felt it incumbent upon him to retire from the active work of the College, the Board has regretfully accepted his resignation. He, the President, had known and worked with Mr. Muir for, he would not like to say how many, years, and during all that time Mr. Muir's name and personality was a standard of conscientiousness and integrity. He voiced the feeling of not only the members of the College, but that of all the Pharmacists of the Province in wishing Mr. Muir many years of health to enjoy the rest he has so well earned. At the conclusion of the President's address, it was unanimously voted by the meeting that Mr. Ebenezer Muir be made a life member of the College as an expression of their deep appreciation and regard.

Profs. Morrison & Collett spoke on the interests of the College.

The Scrutineers announced the result of the Ballot for members of the Board for the ensuing year.

D. Watson, President; C. J. Covernton, Vice-President; W. H. Chapman, Treasurer; were elected by acclamation, who with the following will constitute the Board :—Dr. J. M. Aumont, M. Albert, E. Bernard, T. R. Gouldon, Leo. G. Ryan, J. E. Tremble, O. H. Tansey and A. B. Scarff.

QUEBEC PHARMACEUTICAL ASSOCIATION.

The preliminary board of examiners of the Pharmaceutical Association of the Province of Quebec, held their quarterly examination in Montreal and Quebec on the 6th of April, when 26 candidates presented themselves.

The following names, by order of merit, are those who have passed, namely :—Messrs. Richmond Decelles, P. A. Lajoie, E. Choux, Henri LaRue, Arthur Choquette, Henri Marcote, Max Getz, H. Neamtan, Joe Scarf, Jos. Ant. Lagarde Rene Gougeon, Raoul Brunelle, et Fernand Raymond.

The examiners were: Professors J. O. Cassegrain, of Jacques-Cartier Normal School and Isaac Gammell, of the High School, with Messrs. Alf. J. Laurence, as general supervisor and Victor Giroux supervisor for Quebec and vicinity.

The Major and Minor examination commenced on Monday, the 24th of April, was closed on the 28th, inclusive, with the following results :

Major—23 candidates presented themselves, and the following are the names of those that have passed : Messrs. Jos. M. Loranger (Gold Medallist), A. H. Jassby, Morris Ginsberg, J. V. Richmond, H. M. Davies, H. Lanouette, W. Lessard, Jos. H. Lecavali, E. A. L'Esperance, C. A. Champagne, J. A. B. Doray, and Louis Levesque.

Minor—Of the 30 candidates that have presented themselves, the following are the names of the successful ones : Messrs. H. Phaneuf, E.K. Belenis Philias Paquin, F. H. Budd, Julien Choquette, Emile Labarre, Jos. R. Rattoul, [illegible] Lortie, W. M. Barnes, W. Chamberland, Ph. R. Thomas, A. Bergeron, L. R. Sabourin, Jos. Gagnon, V. Boucher, J. H. Daigle, Ls. Blomin, Ls. Ald. Cyr, E. A. Gadbois, and Alb. Lecavalier,

The examiners were: Messrs. A. B. J. Moore, Henri Lanctot, W. H. Chapman, Montreal: O. St.Armour, Ste.Agathe des Monts, H. Willis, Quebec, and V. R. Farrier, Hull, with Messrs. J. E. Tremble, President, and S. Lachance, Secretary.

B. C. PHARMACEUTICAL ASSOCIATION.

The candidates for election as members of the Council of the British Columbia Pharmaceutical Association are as follows: John Cochrane, Victoria; R. R. Burns, Vancouver; Charles G. Mill, Vancouver; James L. White, Greenwood.

The annual meeting of the Association will be held in New Westminster, June 14th, being the 21st annual meeting.

Notice of motion has been given by R. R. Burns amending Section 32 of the By-laws by striking out the words "exceeding twenty dollars" and substituting the words "less than forty follars" making it read: "Each examiner shall receive from the funds of the Association a sum not less than forty dollars for each examination and such travelling expenses as are necessarily incurred."

At the meeting of the Board of Examiners, the following registrations were granted.

Certified Apprentices—A. Stewart McLean, Richard J. Manning, A. E. Way, J. Vans McDonald, J. Barnett Mayes, J. H. Boardman, Edward F. Lesage, R. H. Crane, John McMillan, Harold Robinson, Francis Battson, G. M. Baillie, W. H. Crummer, A. O. Rogers, F. McNary, W.A. Sykes, Leonard Lycett.

Certified Clerks—R. Ll Dawson, J. M. Spencer, C. E. Bradshaw, R. Shaw, H. W. Brien.

Licentiates—W. A. McKeown, G. T. Cunningham, Dr. G. B. Henderson.

The following are the results of the examinations and the papers given.

Senior Examinations.

Pass—R. Shaw.

Supplementaries.

Passed now and previously—E. G. Brown, Botany: M. W. Copeland, Materia Medica: H. E. Dack, Botany: James Haren, Chemistry: F. A. Hiscocks, Prescriptions.

Passed in part subjects and eligible for supplementaries—W. H. Bland, A. W. Campbell, A. C. Douglas, P.M. Elder, J. W. Robertson.

Junior Examinations.

Passed—W. A. Jones, L. Tracy.

Passed in part subjects—D. Dick, W. E. McKenzie.

EXAMINATION PAPERS.

CHEMISTRY—SENIOR.

Examiner—G. H. Cameron.

Time allowed:—Two hours.

1. Describe the process for converting Mercury into Calomel, and Mercury into Corrosive Sublimate, using equations. Give the chemical and physical points of difference between Calomel and Corrosive Sublimate.

2. Give the formula and mode of preparing Red, Yellow and Black Mercury Oxides.

3. Give the details for the preparation of $CHCl_3$ from alcohol by equations. How is Chloroform purified?

4. How do volatile oils differ chemically from fixed oils? Describe the process by which volatile oils are obtained.

5. Explain what is meant by saponification. How are soft and hard soaps made?

6. What is Glycerine? How is it obtained? What are its properties?

7. How is Carbolic Acid prepared? How would you distinguish between Creosote and Carbolic Acid?

8. Give method of preparing Salcylic Acid. How is Benzoic Acid prepared?

9. Describe the reactions that occur in the preparations of Chloral and Chloral Hydrate.

10. Give illustrations of univalent, bivalent trivalent acidulous radicals.

PHYSICS—SENIOR.

Examiner—G. H. Cameron.

Time allowed:—Two hours.

1. How is scale pepsin prepared? Describe odor, taste and solubility. How much Pepsin does Saccharated Pepsin contain?

2. What is Santonin? How is it made? What is the dose?

3. Differentiate between Methylated Spirits, Wood Alcohol, Grain Alcohol, and Denatured Alcohol.

4. Give the formula in symbols and molecular weight of Strychnine Sulphate. How is it prepared? Describe taste, chemical reaction and solubility. Why is the sulphate more useful than the alkaloid? What is the dose?

5. What are the ingredient used in making Easton's Syrup? Give an outline of the process for making it.

6. Name the ingredient in and method of making: Glycerite of Starch, Glycerite of Tannic Acid, and Glycerite of Borax.

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7. How is Ferric Hydrate prepared? For what purpose is it used? Does this preparation keep well?

SENIOR MATERIA MEDICA

Examiner—F. C. Stearman, Phm. B.

Time allowed:—Two hours.

1. Of Amygdalae. (a) State principle source. (b) Where geographically obtained. (c) Mention the process of manufacture. (d) Mention the most important substitutions. (e) What are its medicinal properties? (f) To what is the toxic effect due in Amygdala Amara?

2. (a) Give the source and medical properties of Wild Cherry Bark. (b) The official kinds of Sandalwood used in commerce. (c) Name three Tubers of the B.P., giving plant name and source of each. (d) Describe briefly the botanical term Tuber as applied to Materia Medica.

3. Nux Vomica. (a) State natural order to which it belongs. (b) Where principally obtained. (c) Describe fully the seed. (d) Name the most important constituent obtained from Nux Vomica. (e) Distinguish between powdered Nux Vomica and Powdered Galls.

4. Write full Materia Medica notes on: (a) Humulus. (b) Tragacanth. (c) Capsicum.

5. Sarsaparilla. (a) Give plant name and geographical source. (b) Name the different varieties, and which do you consider the most important? (c) What are its medicinal properties, and name a few other drugs producing a similar effect.

6. (a) Name the official Balsams of the B. P. and give plant name. (b) Differentiate between Buchu and Eucalyptus leaves, and give medicinal properties and varieties of each, if any. (c) Give plant name of Matico, Fennel and Vanilla.

7. Give the source of: (a) Pilocarpine. (b) Guarana. (c) Salicine. (d) Aloin. (e) Spartine. (f) Codeina. (g) Pepsin. (h) Hydrastine. (i) Santonine. (j) Balsam Fir. (k) Oil Cajuput. (l) Tumeric.

8. (a) Give the official B. P. preparations of Squills, Stramonium and Clavicops Purpurea.

(b) What part or parts of the following are used in medicine: Urginea Scilla, Camphor Officinarum.

9. and 10. Oral.

SENIOR BOTANY.

Examiner—F. C. Stearman, Phm. B.

Time allowed: Two hours.

1. (a) What are the characteristics of the flower of the Composite Family?

(b) What are the characteristics of the fruit of the Umbelliferae Family?

2. What do you understand by the following terms: (a) Lycopodes, (b) Medullary Rays, (c) Node, (d) Fleshy Root, (e) Scape, (f) Sarcpoid Monopodium. In any case that is necessary draw diagrams to explain work.

3. (a) Define the term Cryptogam, (b) Name the divisions coming under this head. (c) What do you understand by the terms Symmetrical, Dicecious and Sterile Flowers?

4. Explain fully and give examples of Accessory, Aggregate and Multiple Fruits.

5. Describe briefly the reproduction of Clavicops Purpurea.

6. Draw diagrams and explain fully: (a) Raceme, (b) Panicle, (c) Ament, (d) Botryose Inflorescence, (e) Glomerule.

7. (a) Which of the following are Dehiscent or Indehiscent Fruits: Apple, Fig, Bean.

(b) Give the botanical name that each of the above comes under as classified.

(c) Make a drawing of an Indehiscent Fruit, naming the divisions coming under this head.

8. Write short notes on: (a) Stomata, (b) Endosmosis, (c) Phyllotaxy, (d) Anatropous Ovule.

9. and 10. Oral.

SENIOR DISPENSING.

Examiner—John Cochrane.

Time allowed:—Two hours.

(Candidates will dispense, label and wrap these prescriptions as if they were intended for patients. Neatness, cleanliness and despatch will be rated.)

1. Mrs Chas. Drummond

℞ Acid Salicylic.
Sulph. Praecip. aa ..... ss.
Camphorae ..... ℥i.
Ol. Cadi ..... ℥i.
Zinc. Oxid ..... ℥ss
Paraffin Moll ..... ℥i
M. Ft. Ung.
Sig. Hujus ung. parvillum, nocte et mane applicatur.
D. E. G., M.D.

2. Richard Houston

℞ Aloini ..... gr. ii.
Ext. Belladonnae ..... gtt. i.
Ol. Theobromat. q. s.
Ft. Suppos. Mitte sex.
Sig. Unum omni. bid. mane praescript. utend.
H. J. M., M.D.

3. Miss B. Taylor

℞ Ol. Morrhuae ..... ℥ss
Syr. Simp. ..... ℥ss
P. Acaciae ..... ℥ss
Ol. Cinnam. ..... gtt. v.
Aq. q. s. ad ..... ℥viii
M. Ft. Emuls.
Sig. ss post prandium et post coenam ad utend.
T. E. G., M.D.

4. Mrs. C. T. Smith

℞ Pepsini Sulph. Exsic. ..... gr. vi
Ext. Nuc. Vomic. ..... gr. i
Aloini ..... gr. xii.
Saponis Duri ..... gr. v

Pil. Rhei. Co..... ad. ℥ii.
M. Div. in pil. duodecim.
Sig. Dayoret unam bis in die, hora decima et hora secunda.
K. W. B., M. D.

5. Henry Sargent

℞ Quin. Sulph.
Pulv. Doveri aa..... ℈i.
Aspirin..... ℈ss.
M. Div. in caps. decem.
Sig. Capiat unam quadrihorio
T. B. S., M.D.

SENIOR PRESCRIPTIONS.

Examiner—John Cochrane.

Time allowed—Two hours.

1. How would you prepare ?

(a) ℞ Cetacei..... ℥iss.
Ol. Amygdal. Dulc..... ℥ x.
Cerae Albae..... ℥ss.
Ol. Rosae..... Mm. xiv.
Aq. Rosae..... ℥vii
M. Ft. Ung.

(b) ℞ Ol. Ricini..... ℥i.
Vitelli Ovi..... No i.
Syr. Simp..... ℥ii.
Tinct. Aurant..... ℥i.
Aqua q. s..... ad ℥iv.
M. Ft. Emuls.

2. (a) Extend into full Latin and give English translation of: Cong.; F. H.; Bibe; F. S. A.; Manipulus: Quorum; Sesuncia; Tert. dieb; More sol; S. V. T.

(b) Give Latin translation for: Every Morning; A pill mass; During the Fever; Tomorrow evening; Hot water.

3. A prescription reads as follows:

Tinct. Strophan..... .....6.0
Liq. Strych. Hyd..... ... .3.0
Ammon. Bromid..... ... ...10.0
Syr. Aurant..... ....30.0
Aq. q. s..... ....ad. 250.0

Unfortunately you find no metric weights and measures available for dispensing it. State in Apothecaries weights and measures the exact equivalents of the quantities used above; and give the fraction of a grain of Strychnine Hydrochloride contained in each tablespoonful of the mixture.

4. Extend into full Latin, including quantities and translate into English:

℞ Magn. Subcarb..... ... . ℥ii.
Tinct. Gent. Co..... ℥iii
Tinct. Capsici..... .... gtt xx.
Syr. Simp..... ℥ss.
Aq. Chlor. q. s..... ad ℥vi
M. Cap. aeger acid. infestant. coch. ampl. I vel II ex poculo jus bovini.

5. (a) Write a prescription for an ℥viii. solution of Phenol in Glycerine of such strength that ℥iv of the solution with water to ℥iv. will make a solution containing 5 per cent of Phenol. Show work.

(b) What precautions should be taken in each case respectively in dispensing mixtures containing: (1) Scale preparations; (2) Soluble Salts; (3) Insoluble Substances.

6. Give the incompatibilities of the following substances respectively and explain the nature of one incompatibility in each case: (1) Potassium Permanganate; (2) Mucilage of Acacia; (3) Tannic Acid; (4) Ammonium Carbonate.

7. Construct a complete 6-ounce prescription in the ordinary form, with directions as below, in Latin, containing in each desertspoonful the proper doses of Citrate of Iron and Quinine, Arsenious Acid, Tincture of Nux Vomica and Syrup of Ginger, using the B. P. Hydrochloric Solution of Arsenic and employing Peppermint water as a vehicle.

Directions:—A desertspoonful to be taken in a wineglassful of water, immediately after meals.

8. Give B. P. dose of: Acid Tannic; Caffein Cit; Paraldehyde; Butyl-Chloral-Hydrate; Codein. Phos; Ext. Nuc. Vom. Liq.; Liq. Hydrarg. Perchlor.; Morph. Hydrochlor.; Zinc. Acet.; Succus Bellad.

9. and 10. Oral.

JUNIOR EXAMINATIONS.

JUNIOR DISPENSING.

Examiner John Cochrane.

Time allowed—Two hours.

(Candidates will dispense, label and wrap these prescriptions as if they were intended for patients. Neatness, cleanliness and dispatch will be rated.

1. Mr R. White

℞ Phenacetin
Salolis aa. ..... gr v.
Caffein Cit..... gr. ss.
P. Rhei ..... gr. i.
Ft. Pulv. i. Mitte vi.
Sig. Pulv. Enus quartis horis sumendus.
D. G. H., M.D.

2. Master Wilkins

℞ Ol. Ricini ..... ℥ii.
Ol. Cinnam ..... gtt. v.
P. Acaciae ..... ℥i.
Syr. Simp..... ℥ss.
Aquae q. s. ..... ad ℥viii.
M. Ft. Emuls.
Sig. Capiat cochleare magnum mane, Pro re nata.
H. S. T., M.D.

3. George Patterson

℞ Ferri Sulph. Exsic ..... gr. x.
Ext. Nuc. Vomic ..... gr. ii.
Pil Rhei Co. ..... ℈ii.
Ft. Mas. Div. in pil. decem.
Sig. Cap. aeger unam pil. ter in die.
S. R. D., M.D.

4. Miss J. R. Lewis

℞ Calaminae Praep ..... ℥i.
Zinci Oxid.....

Lanoline Liebreich

Our label bearing the name of the famous Dr. Liebreich, together with our firm and our Crane brand, is the only guarantee for the genuine quality Liebreich. Beware therefore of any other Lanoline offered to you as substitute for Lanoline Liebreich. Lanoline Liebreich Dartring Brand is forbidden by verdict of the highest ecurt of February 17th, 1911. Do ask your Wholesaler for:

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Picis Liquid aa ..... ℥ss.
Adipis ..... ℥i.
M. Ft. Ung.
Sig. Bis indies applic.

I. B. F., M.D.

JUNIOR PRESCRIPTIONS.

Examiner—John Cochrane.

Time allowed—Two hours.

1. Translate into English the following:

Recipe.
Sodae Tartaratae..... ....semiunciam
Tincturae Rhei..... ....unciam dimidiam
Syrupi Simplicis..... ....drachmas duas
Aquae Pimentae..... ....uncias sex
Fiat mistura, cujus capiat a ger cochlearia dua magna omni mane.

2. Construct a complete 6 ounce prescription, indicating and explaining all the parts, containing in each tablespoonful the proper doses of Pepsin, Bismuth Subnitrate, Dilute Hydrochloric Acid, using one ounce of Glycerine for the whole prescription and making up quantity with Peppermint water.

3. Criticise the following prescriptions, indicating any errors and any changes likely to occur:

(a) R Sod. Bicarb. ..... ℥i.
Pulv. Rhei ..... ℥ii.
Tinct. Nuc. Vomic ..... iv.
Syr. Limonis ..... ℥i.
Aq. q. s ..... ad ℥iv.
M.
Sig. ℥ss. after meals.

(b) R F. Ext. Casc. Sag. .... ℥i.
Strych. Sulph ..... gr. i.
Aloin ..... gr. x.
Pil. Rhei Co. ..... ℥ii.
M. Div. in pil xx.
Sig. ii. at bedtime.

4. Give English translation of: Ad libitum; Cochleatim; Cyathus; Fiant; Mica panis; Omni hora; Radix; S. V. G.; Compositus; Semih.

5. How would you prepare?

(a) R Amyli ..... ℥i.
Glycerini ..... ℥vi. ss.
Aq Destill. ..... ℥iss.
F. M.

(b) R Resinae
Cerae Flavae aa ..... ℥viii.
Ol. Olivae ..... ℥viii.
Adipis ..... ℥vi.
M. Ft. Ung.

6. (a) Give English names of: Pix Liquida; Lupulus; Linum; Hydrargyrum cum Creta; Hirudo; Ficus; Fol bovinum purificatum; Amygdala amara; Sapo durus; Filix mas.

(b) Give full B.P. Latin names for: Phenol; White Precipitate; Sugar of Lead; Gregory's Powder; Epsom Salt; Camphorated Oil; Copperas; Hoffman's Anodyne; Canada Balsam; Dover's Powder.

7. Give the B.P. dose of: Morph. Tart.; Potass. Brom.; Ext. Bellad.; Cerii Oxalas; Zinc Valerianas; Tinct. Chlorof. et Morph. Co.; Sulphonal; Calomel; Creosote; Chloral Hydras.

8., 9. and 10. Oral.

JUNIOR CHEMISTRY.

Examiner—G. H. Cameron.

Time allowed—Two hours.

1. What are the Alkalies, and why are they so called? How is Potassium Hydroxide formed? What is its common name? Explain the reaction in making Potassium Hydroxide. What change does it undergo when exposed to air?

2. In what form is soda found in nature? What are its properties? How does it differ from Potassium? What is meant by saying that Sodium is a good reducing agent?

3. What difference is there between Chlorine, Oxygen, Bromine and Carbon, as shown by the symbols of their compounds with Hydrogen? What is meant by the valence of an element?

4. If magnesia is bivalent what is the symbol of its Nitrate; of its Sulphate; and of its Chloride?

5. In what form does Iodine occur in Nature? What is Kelp? What are the properties of Iodine?

6. Give an example of the process of destructive distillation. For what purpose is coal distilled?

7. Explain what is meant by saying that elements combine in definite weights. What is the law of definite proportions?

8. What is the composition of Borax? Where is it found? What change takes place in Borax when heated?

9. What are the products when HCl, HNO_3 and H_2SO_4 are treated with Ammonia.

10. What changes are produced in Lime Water by passing Carbon Dioxide into it?

JUNIOR PHARMACY.

Examiner—G. H. Cameron.

Time allowed—Two hours.

1. How much Nitrate of Silver must be used to make three (3) ounces of a four (4) per cent. solution? How much Cocaine Hydrochloride must be used to make two (2) ounces of a ten (10) per cent. solution?

2. Write a short paragraph on the weights and measures used in pharmacy.

3. What is meant by solution? How may the solution of solids be facilitated? Name the principal solvents used in pharmacy. What two kinds of solutions are there? Give an example of each.

4. What is Spirit of Ammonia? What per cent. of gas by weight does it contain? What is the formula in symbols of Ammonia? What is its molecular weight?

5. What is Aromatic Spirits of Ammonia? How is it prepared? Give medicinal properties and dose.

6. What are Collodions? Give formulas and mode of preparing the official Collodions.

7. Give the formula and mode of preparing; Liniment of Belladonna, Liniment of Lime, Liniment of Soap, Liniment of Chloroform, and Liniment of Camphor.

8., 9. and 10. Oral.

JUNIOR MATERIA MEDICA

Examiner—F. C. Stearman, Phm. B.

Time allowed—Two hours.

1. Give Latinic names for the following, also medicinal properties: (a) Beechwood; (b) Croton Oil; (c) Cascara; (d) Cocoa Butter; (e) Canella; (f) Ox Gall; (g) Peppermint.

2. (a) What do you understand by the term Active Constituent? (b) Give a few examples; (c) How do Volatile Oils differ from Fixed Oils? Name a few of each that are official; (d) State general precautions used in handling oils of this class and a simple test for each class.

3. (a) Write full Materia Medica notes on the drug Cantharides; (b) Give source and part used; (c) Medicinal Properties; (d) B.P. preparations; (e) Name a few other drugs producing same effect when locally applied.

4. Give the active principle of: (a) Opium; (b) Cod Liver Oil; (c) Golden Seal; (d) Coccus; (e) Aconite.

5. (a) What do you understand by the term Lethal Dose? (b) Give a general outline which is considered necessary before administering dosage of the average drug; (c) What are Alteratives, Disinfectants, and Expectorants? Name a few of each that are official.

6. (a) Name the Drugs under the natural order Polygalaceae; (b) give the plant name and habitat in each case.

7. State what you know generally of the uses, source and purification of: (a) Cetaceum; (b) Yellow Wax.

8. Give doses of the following: (a) Lime Water; (b) Quinine; (c) Tr. Gent. Co.; (d) Laudanum; (e) Friar's Balsam; (f) Aloes Barb. What do you understand by the terms Maximum and Minimum dose?

9. and 10. Oral.

A BOON TO SHAVERS.

The attention of our readers is directed to the advertisement of the Adjustable Razor Guard manufactured by the well known firm of H. Boker Co. This is a splendid line to place before customers, and will undoubtedly command a ready sale where shown.

THE PHARMACEUTICAL ASSOCIATION OF MANITOBA.

RECTE ET SUAVITER

Major Examination, April, 1911.

Time—2 Hours.

Examiner, C. W. Campbell, Phm. B.

PHARMACY.

1. Name three tinctures requiring 60 per cent. alcohol.

Name three tinctures requiring 70 per cent. alcohol.

Name three tinctures requiring 90 per cent. alcohol in their manufacture, and give the official strength of each.

2. How many solutions of ammonium acetate are official? Give the strength of same and the method of preparation.

3. Define precipitation and state the objects of the process.

How are heavy precipitates obtained?

Name five official precipitates obtained through chemical reaction and specify the articles used in making them.

4. What is accomplished by the process of detanation?

How can a tincture of cinchona be prepared that will be perfectly compatible with tincture of iron perchloride?

5. How much quinine, iron and strychnia would be required to make one pint of Syrup of Iron Quinine and Strychnia so that each teaspoonful of the finished product would contain strychnia 1-64 grain, quinine 1 grain, iron 2 grains?

6. Name ingredients used in preparing following preparations: Sal. Volatile, Fowler's Solution, Black Draught, Goulard's Extract, Dover's Powder, Gregory's Powder, Chlorodyne, Chloric Ether, Compound Licorice Powder.

7. Acid Hydrocyanic Scheeles contains 5 per cent H. C. N. How much of it would you use to make 4 ozs. of the official acid? Give B. P. dose.

8. Alcohol:—Mention sources and describe briefly its manufacture. How may recovered distilled alcohol be purified?

What percentage of Ethyl Hydroxide by volume, does alcohol (65 O. P.) contain?

How much of this is required to make one gallon Spts. Rectificatus B. P.?



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PRACTICAL PHARMACY.

Time—2 Hours.

Examiner, C. W. Campbell, Phm. B.

1. Prepare 2 ozs. from the following :

Syrupus Calcii Lactophosphatis (modified)

Precipitated Calcium Carbonate	2½ oz.
Concentrated Phosphoric Acid, 1 fl.oz.and 262 minims	
Lactic Acid	6 fl. oz.
Syrup	ad.

Add the Calcium Carbonate gradually to the Lactic Acid, diluted with four times its volume of Distilled Water. When solution is complete, add the Concentrated Phosphoric Acid, and triturate until the precipitate which at first forms is dissolved, filter; and add sufficient Syrup to make five pints. State (on label) quantities used.

2. Prepare ½ ounce from the following formula and exhibit sample dozen pills, each to contain the minimum B. P. dose, and labelled according to the usual name applied to this pill, also the strength of pill submitted.

The balance of the pill mass to be placed in the container, provided, similarly labelled, and designating the number of grains remaining.

Pilula Ferri.

Exsiccated Ferrous Sulphate, in fine powder	150 grs.
Exsiccated Sodium Carbonate, in fine powder	95 grs.
Gum Acacia, in powder	50 grs.
Tragacanth, in powder	15 grs.
Syrup	150 mins.
Glycerine	10 mins.
Distilled water	20 mins.
	or a sufficient quantity

To the Syrup, Glycerine and Distilled Water, previously mixed, add the Ferrous Sulphate; mix; add quickly the Sodium Carbonate; mix; set aside for fifteen minutes, or until the reaction is complete; add the Gum Acacia and Tragacanth, and incorporate thoroughly.

BOTANY.

Time—2 Hours. Examiner, E. Nesbitt.

1. Name and describe six modifications of a branch, and give an example of each one.

2. Distinguish between the terms "perfect" and "complete," also "regular" and "symmetrical," as applied to a flower.

3. "Each carpel of the pistil is really a modified leaf." Explain the above statement.

4. Outline briefly fertilization of the ovule.

5. Describe the contents of a cell.

6. What are the two principal methods by which flowering plants are propagated?

7. Explain fully how "flowers answer to branches," and "the sepals and petals are of the nature of leaves."

8. Classify cryptograms.

MATERIA MEDICA

Time—2 Hours. Examiner, M. Westaway.

1. Define "Materia Medica," divide it into its different provinces, giving at least two examples with Latin names and natural history of each drug.

2. What official drugs are sympathetically affected by the fluctuating market values of: Iodine, Opium, Cinchona Bark, Citric Acid, Camphor?

3. Soaps.

(a) Enumerate those belonging to the B. P.

(b) Explain the difference between Saponification and Emulsion.

(c) Why are some soaps hard while others are soft?

4. (a) Explain the following terms frequently met with: Official Preparations, Proprietary Medicines, Standardized Liquid Extracts, and Patent Medicines.

(b) Give a short outline of recent legislation affecting Patent Medicines.

5. Salicin and Salol. Give the source of each, classification, therapeutical action, and characteristics.

6. (a) Compile as extended a list as you can of: Official Camphors, Fats, Sugars, Waxes, Resins, Vegetable Acids and Starches.

(b) Explain the differences in properties between Lanolin and Lard.

7. (a) Cinchona Bark: Give Latin names, Syn. Varieties, Natural History, Constituents, Medicinal Properties and Official Preparations.

(b) Outline the mode of cultivation of this drug.

(c) What alkaloidal standard is required?

PRESCRIPTIONS AND TOXICOLOGY

Time—2 Hours. Examiner, M. Westaway.

1. Incompatibility. Explain the different forms commonly encountered by the pharmacist. Illustrate by an example where an incompatibility does not necessarily impair the value of a mixture.

2. Estimate the quantity of Bichloride of Mercury required to produce:

(a) One gallon of solution, 1 in 1000.

(b) For 8 ozs. of a six per cent. solution.

(c) For 12 ozs. of a saturated solution.

3. (a) Outline briefly the etiquette between prescriber and dispenser.

(b) Upon detection of an abnormal dose, what is the proper mode of procedure, and under what conditions may the prescription be dispensed?

4. Construct an eight ounce prescription using abbreviated Latin and symbols; supply the quantity of each drug on the basis of adult dosage, with proper adjuvant and vehicle, with the following as base: Tr. Indian Hemp, Spirits of Chloroform and Oil of Peppermint.

5. (a) Give antidote for: Formalin, Paris Green, Carbolic Acid, Phosphorus, Tobacco, Morphine, Acetanilid, Croton Oil and Iodine.

(b) Give symptoms of poisoning from: Belladona, Cocaine, Carbolic Acid, and Tartar Emetic.

6. (a) Criticize:

(1) ℞ Liq. Arsenicalis... .... drs. iv
Spts. Chlorof..... .... drs. iii
Spts. Ammon Arom... ... ... drs. vi
Tr. Ferri Mur..... ..... drs. v
Aquam ad..... .... ozs. iv
Sig. drs. ii twice daily.

(2) ℞ Chlorol Hydrat... ... . drs. iii
Tr. Nux Vom..... .... drs. iv
Elix Simplex..... .... ozs. iv
F.M.
Siz dr. ii. O.H. iii.

(b) Explain method of dispensing.
℞ Acid Salicylic..... ... ... drs. v
Tr. Auranti..... .... drs. vi
Soda Bicarb..... .... drs. bi
Aq ad..... .... ozs. viii
F.M.
Sig drs. ii t.i.d. P.c.

7. Extend in full the Latin abbreviations, then translate:

(a) Dieb., Alt., Cap., Garg., Hor., Som., Ut-Dict., P.C., Q.S., P.r.a.

(b) Into Latin:
ounce, spoon, pound, quarter, half, pint, gallon, hour, minute, bed time, night, morning, milk, food, hot water, cold water, Black Wash, Black draught, Condy's fluid, Fowler's Solution of Arsenic, Elix. Vitriol, Dover's Powder, Compound Soap Liniment.

CHEMISTRY.

Time—2 Hours. Examiner, E. Nesbitt.

1. Name the chief ore of mercury, and describe a process for the extraction of the metal. Explain the preparation of Corrosive Sublimate, and show the reaction by an equation.

Outline a simple test for the detection of Mercuric Chloride in Calomel.

In the event of toxic effect from Corrosive Sublimate, what antidote would you administer, and why?

2. Distinguish between Ferrous and Ferric Salts. By what methods could you reduce a Ferric Salt to the Ferrous state?

3. Give the chemical formula for the following: Cream of Tartar, Salts of Tartar, Plaster of Paris, Green Vitriol, Litharge, Slaked Lime, Borax, Rochelle Salt, Vermilion, Tannin.

4. Write a brief description of the process of ultimate organic analysis.

5. Explain isomerism and polymerism, giving illustrations and examples.

6. Describe the reaction between lead oxide, water, and olive oil at the temperature of boiling water, and give the common names of the compounds formed.

7. Methods for the commercial production of:—Iodoform, Acetic Acid, Aether, Pot. Iodide.

PRACTICAL EXAMINATION

(a) Volumetric analysis.
(b) Identification of compounds
(c) Separation of basis.

ONTARIO COLLEGE OF PHARMACY.



Senior Examinations, May, 1911.

PHARMACY

Examiner:—F. R. Curry.

Time Allowed - - - Two hours.

1. Give the percentage by volume of Ethyl Hydroxide in Rectified Spirit and in the four official diluted alcohols. State the weight of Alcohol (94 per cent. vol.) S. G. 820 in one pint of diluted alcohol 70 per cent. volume.

2. Percolation. Describe the process briefly. State principals involved and mention points to be specially observed in packing a percolator. Name classes of drugs for which the process is not suited.

3. Ointments and Oleates. (a) State the three methods by which the official ointments are prepared, with an example of each.
(b) Give official title for Cold Cream.
(c) State how Mercuric Oleate and Ointment of Zinc Oleate are prepared.

4. Give the Official Latin Titles of the following: Oil of Smoke, Litharge, Hoffman's Anodyne, Oil of Vitriol, Lanolin, White Vitriol, Basilicon Ointment, Gun Cotton, Red Precipitate, Sugar of Lead, Paregoric, Griffith's Mixture, Black Draught, Donovan's Solution, Salt of Tartar.
What would you supply if the following were asked for:
Oil of Whiskey, Javelle Water, Goulard Water, Agria Regia, Hiera Piera.

5. Glycerins. State how Glycerin of Starch and Glycerin of Boric Acid are made. Give the percentage of Boric Acid in Glycerin of Boric Acid, and state the common name for this official product.

6. Give the alkaloidal strengths of the following: Liq. Ext. of Nux Vomica; Liq. Ext. of Belladonna; Cocaine Ointment; Extract of Opium.

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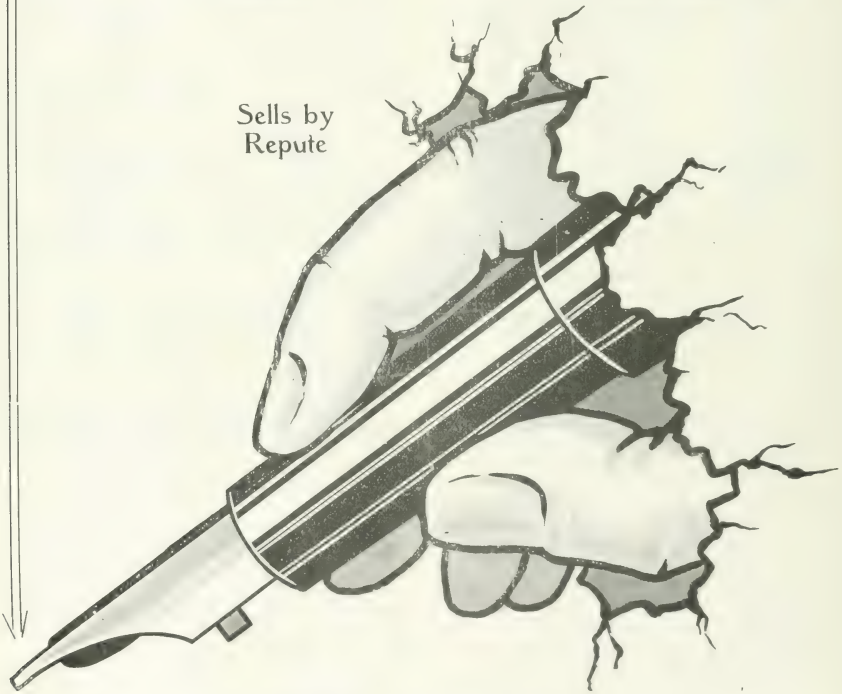
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Briefly outline the process for the Assay of Opium for Morphine.

7. Define the following: Precipitation, Elutriation, and Sublimation. Give examples of Official Products in the manufacture of which these processes are used.

8. Give the quantity each of Sodium Bicarbonate, Rochelle Salt, and Tartaric Acid required to make six dozen boxes of Seidlitz Powders, each box to contain ten (10) doses.

Figure the cost per dozen boxes from the following prices :—Containers $2.00 per gross; Powder papers, blue and white, 40c. per m.; Sodium Bicarbonate c.p., 16c. per lb.; Rochelle Salt, 24c. per lb.; Tartaric Acid 32c. per lb.

9 and 10. Oral and recognition of specimens.

THEORETICAL CHEMISTRY.

Examiner :—M.R. MacFarlane, Phm. B.

Time Allowed - - - Two hours.

1. Define :

Homologous Series.	Catalysis.
Anhydride.	Chemical Compound
Aromatic Alcohol.	Mixed Ether.

2. Sketch the Chemistry of the Oxides of Sulphur. Show by equation the action of SO_2 on
   (a) Iodine in Solution.
   (b) Potassium Permanganate in Solution.
   (c) Hydrogen Sulphide.

3. Complete the following equations :
   (a) $Ca_3(PO_4)_2 + H_2SO_4 =$
   (b) $KOH + P_4 + H_2O =$
   (c) $Hg + HNO_3 =$
   (d) $PbO \times CH_3COOH =$
   (e) $CHCl_3 + KOH =$
   (f) $Pb(NO_3)_2 + Heat =$

4. Give a short account of the Chemistry of Zinc and its most important compounds.

5. Describe the preparation of Pure Silver, also Silver Nitrate from Coin Silver.
   How much Silver Nitrate can be prepared from 162 grams Pure Silver ag—108.

6. (a) What is a Carbohydrate.
   (b) Give Classification.
   (c) Give name, formula and preparation of 1 member of each class.

7. Write a short account of the Chemistry of Menthyl Alcohol, Ethyl, Nitrite, Acetone.

8, 9, 10. Orals.

BOTANY.

Examiner :—P. Bawden.

Time Allowed - - - Two hours.

1. (a) In what manner do animal and plant differ and agree ?
   (b) What are the essentials to plant life ?

2. (a) What is Placentation ?
   (b) Describe the different kinds.

3. (a) Show cross section of stem of Monocotyledon as seen under the microscope.
   (b) How do the Monocotyledons differ in other respects from the Dicotyledons ?

4. (a) Classify the different fruits.
   (b) Give one example of each.

5. (a) What are the common characters of the Fern ?
   (b) Explain process of reproduction in the Fern.

6. Sketch :
   Fusiform Root, Connate Perfoliate Leaf, Apocarpous Pistil, Obovate Crenate Leaf, Cuspidate Base, Campylotropous Ovule, Adnate Anther.

PRACTICAL PHARMACY.

Examiner :—W. W. Gibson.

Time Allowed - - - Three hours.

1. Syrup of Ferrous Iodide. Prepare two fluid ounces according to the following formula:

Iodine.....	17.1
Iron Card Teeth.....	15.0
Refined Sugar.....	420.4
Distilled water sufficient quantity.	
Resulting product 568 c.c.	

   Dissolve the sugar in 200 c.c. boiling distilled water by aid of heat. Dilute with equal volume of distilled water 40 c.c. of the above syrup for future use. Make a solution of Ferrous Iodide, using Iron, Iodine, and 80 c.c. of distilled water. When reaction has subsided heat gently, and finally boil slightly. Filter the liquid (while hot) with the syrup, and wash the filter and flask with the diluted syrup previously heated to boiling. Pass sufficient boiling water through the filter to produce a resulting product of 568 c.c. when cold. Finally mix and add sufficient quantity of the best protective agent you know. Bottle, label (giving full Latin name) and deliver to Examiner.

2. Cream of Tartar. The sample of Cream of Tartar submitted contains Calcium Tartrate and other saline impurities.
   Determine the percentage of Acid Potassium Tartrate present and explain how the presence of Calcium Acid Phosphate or Alum would be shown and the method employed.
   How much pure Sodium Bicarbonate would 100 grains of this Cream of Tartar neutralize ? Show work.

3. Sal Aperiens Effervescens.

Soda Bicarbonate	10.2
Tartaric Acid...	6.0
Magnesium Sulphate...	6.0
Citric Acid.....	4.0
Refined Sugar...	3.5

Prepare a granular effervescent salt in accordance with the above formula and exhibit the same in a w.m. bottle.

DISPENSING.

Examiner :—T. N. Sampson.

Time allowed - - - Three hours.

N.B.—Candidates will dispense the following prescriptions with neatness, accuracy and dispatch, labelling and finishing the medicines as if designed for patients. The order and cleanliness with which the candidate does his work, as well as the condition in which the dispensing desk with its utensils is left, will be rated.

Candidates will place the number and pseudonym assigned them, on label of each prescription dispensed.

1. ℞ P. Digitalis..... ....
P. Scillae..... ....
Pil. Hydrargyri..... ... ...aa gr. viii
Misce, fiat massa et dividi in pilulas octo.
Sig. Nocte et mane una sumenda.

2. ℞ Olei Terebinth..... ... ...15 c. c.
Olei Amygdalae Expressi.....5 c. c.
Syrupi..... ....25 c. c.
P. Acaciae..... ....15 gm.
Aquae..... ....q.s. ad .100 c.c.
Misce, fiat emuls.
Sig. ʒiss. ex. equa t.i.d. inter cibos.

3. ℞ Magnes. Carb. levis..... .....gr. x
Pulv., Rhei..... ....gr. v
Ol. Menth. Pip..... ... .m i
Misce, fiat pulv. et mitte m viii.
Sig. Capiat aeger unam ter quaterve dil.

4. Ac. Tannic..... ....0.3
Ac. Carbolici..... ....0.2
Olei. Theobromat..... ....6.
fiant suppos. m vi.
Sig. Utator uno omni nocte.

5. ℞ Sulphuris Sublim... i
Adepsi Benzoati..... vii
Misce, fiat ung.
Sig. Modo dicto utendum.

MATERIA MEDICA.

Examiner :—J. S. Armitage.

Time Allowed - - - Two Hours.

Aloes.

1. (a) What varieties are official? (b) Give the geographical source? (c) From what part of plant is it obtained? (d) Describe briefly methods of preparation. (e) How would you distinguish the official varieties? (f) Give impurities and tests. (g) Give the medical properties. (h) Give the official preparations.

2. Define the following therapeutic terms :—(a) Anhidrotics. (b) Cholagogues. (c) Sternutatories. (d) Sudorifics. (e) Mydriotics.

Hyoscyamus.

3. (a) What is the natural order? (b) From what obtained? (c) Habitat? (d) Part used? (e) Give the official preparations and their doses. (f) Give the medical properties. (g) Give the Antidotes.

4. Give the percentage of :
(a) Alkaloids in F. E. Belladonna.
(b) Alkaloids in Tr. Cinchona.
(c) Alkaloids in F. E. Ipecac.
(d) Strychnine in Ext. Nux Vomica.
(e) Morphine in Tr. Opium.

5. Give source and describe mode of collection or preparation and habitat of each of the following :
(a) Cetaceum. (b) Cantharides. (c) Olive Oil. (d) Vanilla. (e) Ergot.

Colchicum.

6. (a) Give the botanical source. (b) Natural order. (c) Habitat. (d) Name part or parts used and describe them. (e) Give the antidotes.

7. Give the habitat, medical properties and official preparations of :—(a) Cascara. (b) Gentian. (c) Straphanthus. (d) Gelsemium. (e) Podophylum.

8. Give the antidotes for poisoning by :—
(a) Oxalic Acid. (b) Corrosive Sublimate. (c) Phenol. (d) Digitalis.

9 and 10. Oral examination and recognition of specimens.

PRESCRIPTIONS.

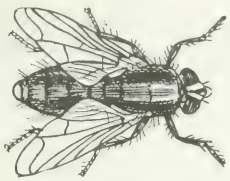
Examiner :—J. A. Cairncross.

Time Allowed - - - Two Hours.

1. (a) Give B.P. maximum dose of :
Hydrarg. cum Creta, Iodoform, Acid Tannic, Menthol, Ol. Tiglii, Salicin, Acid Boric, Ext. Belladonna Alc., Codeine Phosphate, Apomorphine Hydrochlor.
(b) Extend each of the above into full Latin.

2 ALEX CAMPBELL, Esq.

℞ Liq. Pot. Arsen.....,..ʒii
Pot. Iodid iv
Tr. Rhei Comp.....ii
Glycerin. Opt .....ss
Aq. Laurocerasi ad.....vi
Misce.
Sig. 1 in aqua, t.i.d p.c



About

$5,000

Will be spent in advertising

WILSON'S

FLY PADS

During the coming summer.

Boran Freckle Cream

(**Made in Germany**)

Positively Removes Freckles

These goods put up in handsome Counter Box of 1 Doz. Tubes to retail at 25c.

Will be an excellent seller and good profit.

Ask your Wholesaler to send you a Box.

SELLING AGENTS FOR CANADA :

John G. Harvey Limited

Toronto

A New Book **DRUGGISTS and DISPENSERS**

PRACTICAL SHOW CARD INSTRUCTOR

THIS book contains a thorough, progressive course of instruction for making all styles of show cards required by the **Up to Date Druggist and Soda Fountain Dispenser.** The alphabets and exercises for practice are presented in an easy and attractive form of graded lessons, fully illustrated in every detail. This book tells you how to get the best results, and then **shows** you how. You first read the way to do it and then see how it is done by the illustrations.



Everything is simple and easy to understand, showing how to begin, use of materials, and inexpensive methods for making an endless variety of high class show cards designed expressly for Drug Store and Soda Fountain use, and the same can be made at a fraction above the cost of common, blank cardboard.

The book contains fifty full page lettering exercises and **new show card alphabet charts** that are up-to-the-minute with practical instruction. **Over 200 show card and price ticket illustrations** are reproduced from plain rapid work to artistic designs. Many are finished with scroll and back ground designs (many brush effect, together with explicit instructions how to do the work in all branches in a neat and satisfactory manner.

This book will enable any Druggist or Dispenser to become an expert in show card publicity—the kind that attracts attention and increases business. The interior of every store and show window represents valuable advertising space of unlimited possibilities, and neat show cards are assistant clerks

Page size of book 5 by 9 inches, 112 pages ORDER NOW and get a copy of this new book Price $1, post-paid direct from the Publishers

Selling Agents:—THE CANADIAN DRUGGIST, Toronto, Canada.

Translate into full Latin and alter R to show the quantities of each ingredient in the Metric System.

3. (a) How much [illegible] Acid will you use to make two ounces of an aqueous saturated solution? Show work.

(b) R Strychnine Sulph... .....grs. 1-100
Acid Arsenious... ... .grs. 1-80
Reduced Iron..... .....grs. i
Mix and make one capsule,
send xx

Directions:
Take one every four hours during the day.

(1) If all you had in stock were Tablet Triturates of Strychnine Sulphate grs. 1-60, and Arsenious Acid grs. 1-30, how many of each of these would you use in filling the above prescription. Show work.

(2) Extend the above prescription into correctly abbreviated Latin.

4. State briefly the chief incompatibilities of :— Pot. Bicarb., Tinct. Ferri Mur., Iodine, A. Glucoside, Chloroform, Potass. Permanganate, Spts. Ether Nit., Peroxide of Hydrogen, Calomel, Biborate of Sodium.

5. (a) What is the law relating to the sale of Cocaine, Laudanum and Alcohol.

(b) Name ten of the principal poisons on Schedule A and B.

6. Give the solubility in water of :—
Potassium Bromide.
Potassium Bitartrate.
Ammon. Carbonate.
Cerium Oxalate.
Quinine Sulphate.
Salol.
Potassium Bicarbonate.
Quinine Muriate.

7. Translate into English the following prescription :
℞ Quininae Salycylatis
Aspirini aa 3i
Misce et fiat caps. viginti et quatuor
e quibus ingerantur tres unoquoque mane et nocte

8, 9 and 10. Oral Examination in the reading and translation of original prescriptions.

PRACTICAL CHEMISTRY.

Examiner—A. Moir, Phm. B., M.B., M.R.C.S., Eng., L.R.C.P. Lond.

Time Allowed — Three Hours.

1. A is a simple Salt, determine Acid and Base present.
2. Determine Alkaloid present in B.
3. Ascertain by complete analysis all the Base present in specimen C.

All work must be neatly tabulated and important equations given.

BACKBONE OF THE DRUGGIST OF TO-DAY.*

I regret to say that there is very little backbone in the average druggist at the present time. Prices are down to the lowest notch, lower than any other profession and considerably lower than any trade. His lack of backbone is slowly but surely lowering his respectability and standing in the community, as well as his profits. And why? Take this one case as a sample, and you have many of them, simply because you unconsciously advocate them: A person brings into his pharmacy a prescription, and asks him what is his price to fill it. He looks over the prescription, takes a sly glance at his prospective customer, wonders how much he dare ask for it, and then blurts out a price, lower than he knows it is worth if properly dispensed, hoping with trepidation that the customer will say, "All right, please prepare it." But no. The customer says, "Oh, my! I can get this filled at such a store for such a price." Then the druggist loses his backbone, and with reddening face says, "That is a very cheap price, but I will fill it at that price." After filling the prescription she gets a copy, and the next time she wants it prepared she goes to your competitor on the next corner and tells him she got it filled at your store for a less price than she really did, and he fills it at her price; and so it goes all along the line. Your customers are running your business, not you. Have backbone. Buy and sell only the highest grade goods to be obtained, ask a price for your commodity and skill and reputation, and right there you will begin the uplifting of the profession out of the rut it has gotten into, and you will soon be earning a competence commensurate with your ability as a dispensing chemist. Did you ever hear of a cheap druggist who had the full confidence and respect of the community? No, and you never will. Cheapness and confidence are not strict friends. Put confidence in your competitor, and he in you, and the battle is half won right there. Be your own boss. Control your own business and do not let physicians, customers or competitors run it for you. Have backbone.

AN APOLOGY.

In our May issue there appeared among the "Trade Notes" an item that the "Lyons Cut Rate Drug Stores" at Montreal had gone out of business. This was an error, and we regret the publication and annoyance or trouble that it may have caused.

NEW SCHOOL SUPPLIES

If You Want to Win Out You Are With Us.--

If Not, We Both Lose.

Aside from their own profitable trade, the most attractive Practice Books are the best leaders for the School Opening, and introduce you to many a customer whom you would never secure otherwise. A very large proportion of the supplies are the same, year after year, and may be procured just as well from one place as another.

Now, the most attractive and best values in Scribbling and Exercise Books, other lines being equal, will draw the trade to your store. We have them. Our travellers will call on you in ample time for School Opening. It will pay you to see our samples before buying.

Warwick Brothers & Rutter, Limited

Manufacturing Stationers

Toronto

SHOW CASES an

Are You Thinking

You will get some serviceable ideas if you

For instance: a

LIGGET

This En

of Wall Cases, Counters, Silent Salesm

Kent-McClain Limited

181-199 Carlaw Avenue -

TOR

SHOP FITTINGS

of New Fixtures ?

ake a study of some of our recent work.

06 Yonge Street.

T'S LIMITED

e Outfit

and Fountain Back was built by us.

(Toronto Show Case Co.)

orner of Queen St., East

NTO

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?



The gum that is good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

SPECIALTIES*

By Milton A. Dunn, Lester P.

Two years ago the physicians in our locality were dissatisfied with the Elixir Digestivum Co. N. F. and were trying the various compounds of the specialty houses. We altered the National Formula preparation a little, did some detail work, and the result was marvelous as well as profitable. We succeeded in satisfying the physicians.

We then turned our attention to the Diuretic Elixirs and after that to the ointments.

The main thing we kept in mind was to give the physician a product of therapeutic value when used alone, and which might also be used as a base or vehicle.

These three preparations have been in use by physicians from one to two years, and in that time have been changed a number of times, but we believe they have been revived for the last time.

Elixir Digestivum Co.

Pepsin (1 :3000).....	50.0 Gm.
Rennin (1 :3000).....	4.0 Gm.
Taka Diastase.....	1.0 Gm.
Lactic Acid.....	2.0 Gm.
Hydrochloric Acid.....	0.5 C.c.
Citric Acid.....	7.5 Gm.
Spirit Curacao	40.0 C.c.
Orris root, powdered.....	10.0 Gm.
Sugar.....	750.0 Gm.
Tr. Cudbear...	60.0 Cc.
Glycerin..... ....1000.0	Cc.
Alcohol.....	250.0 Cc.
Water, to make..... ....4000.0	Cc.
Talc.....	40.0 Gm.

Mix the lactic and hydrochloric acids with 1000 Cc. of water, and add the pepsin, rennin and diastase. Agitate until apparently dissolved. Mix the spirit with alcohol and add the citric acid and orris root and 900 Cc. of water. Allow this to stand for twenty-four hours with occasional agitation. Mix the two solutions with the talc and tr. cudbear. Filter through paper. In the filterate dissolve the sugar, and add the glycerin and sufficient water through the filter to make 4000 Cc.

TEST.

	Amt. of Alcohol	Amt. Dehydrated Alcohol	Amt. of Glycerin	Water	Albuminoids Ext.
N.F.	14%	14%	14%	42%	14%
Our own	14%	14%	14%	42%	14%

Temperature, time, etc., as directed by U.S.P.

Elixir Santal Co. as below given has met with particular favor on account of therapeutic value, simplicity and latitude allowed the physician.

Elixir Santal Co.

Fluidextr. Saw Palmetto (34 per cent alcohol)...	250 Cc.
Fluidextr. Corn Silk (15 per cent. alcohol).....	250 Cc.
Oil Santal.....	7 Cc.
Alcohol.....	360 Cc.
Glycerin.....	380 Cc.
Orange Flower Water.....	760 Cc.
Talc.....	30 Gm.

Mix and allow to stand, with occasional agitation for a week, then filter.

The potassium and lithium salts and hexamethylenamine are very readily soluble in this, and moreover, it is palatable.

Unguentum Ichthvolis Co.

Alum Co.	Alum..... ....0.4 Boric Acid..... .....3.0 Salicylic Acid.....	4 Gm.
Phenol.....		2 Gm.
Ichthyol.....		4 Gm.
Zinc Oxide..... 10		Gm.
Oil Pine Needles.....		1 Gm.
Petrolatum..... 40		Gm.
Hydrous Wool Fat..... 40		Gm.

Make a smooth ointment of the zinc oxide and petrolatum and of the phenol, ichthyol and oil with the wool fat, then mix the two and incorporate the alum compound.

This is designed to replace Unguentum Resinolum, etc. With us it has.

GOOD LABORATORY PRACTICE.*

By William Mittelbach

The laboratory or druggist's workshop affords excellent opportunities for self education in many ways. No matter how little work is done there in the way of preparing galenicals, yet every single preparation can be used as an object lesson to broaden our views and strengthen our knowledge about the various drugs handled, and their method of combination. Latin and common names, and the cost of drugs can be more quickly and thoroughly learned in the laboratory than elsewhere.

The following practice has been in vogue in my store for several years, and I find it quite a help to those in charge. For instance, when making elixir of iron, quinine and strychnine phosphates, the operator writes out in full the formula as stated in the pharmacopoeia in a book I call the laboratory record, thus :

R Ferri phosphatis solubilis.

	Gm. 17.500	cost	.029
Quininae..... ....Gm.	8.750	"	.158
Strychninae... ....Gm.	0.275	"	.014
Acidi phosphorici..... .....Cc.	2.000	"	.002
Ammonii carbonatis... ....Gm.	9.000	"	.002
Alcoholis..... ... ...Cc.	60.000	"	.044
Acidi acetici..... ....Gm.	28.650	"	.010

WALPOLE

HOT WATER BOTTLE

and Combination Fountain Syringe

Fusible Core Process (Patented)



If you are not already carrying the Walpole, order of your jobber at once. Our strict price maintenance affords you a good profit and protects you from being oversold.

WALPOLE RUBBER COMPANY, Limited

MONTREAL, P. Q.

New Canadian Branch

SPECIAL OFFER

Having opened complete laboratories and office in Windsor, I want to make the following special offer to Canadian retail druggists :

DURING

MAY and JUNE

ONLY

I will give as a bonus on any assorted order amounting to $12.00, two dollars' worth of preparations free. 100 samples of Kosmeo Cream, Kosmeo Powder and Bonalaxa; 50 of my 64-page books on the complexion and hair (describing all my preparations) and in addition will address letters to 100 of your best customers inviting them into your store for the samples and books.

Terms 5% for cash in 30 days, freight or express prepaid.

Kosmeo Cream	$4 20
Kosmeo Face Powder (white, flesh & brunette)	4 20
Hair Restorer (name changed to hair color)	8 40
Bonalaxa the bon bon laxative)	2 10
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugenie Enamel (white or flesh)	8 40
Radical Relief for the hands	4 20
Rose Bloom (liquid rouge pink and damask)	4 20
Stick Rouge (for lips and cheeks)	2 10
Cactico Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygenic Skin Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat-Al	1 26
Bleaching Cream	4 20

ADDRESS

Mrs. Gervaise Graham

46 Ouillette Ave., Windsor Ont.





Sectional View of Cooler.

SPECIAL ORANGEADE OFFER

1 Orangeade Cooler.
4 Gallons Special Golden Orangeade.
1 Set Advertising Matter.

PRICE - $15.00 Net.
F. O. B. Toronto.

Four gallons Orangeade, when diluted, would make 640 5 cent drinks (amounting to $32.00) which would give the dealer a profit of over 100%—besides the value of the Cooler.

'True Fruit' Syrups and Crushed Fruits

Are within the reach of every dispenser, and can be obtained from all the leading Wholesale Druggists and Wholesale Confectioners.

They are used by the largest and most successful fountains and by the majority of dispensers because they are the best.

They are BEST because they are made right and from the choicest fruits. If better fruits grew, we would have them.

You can serve better soda water, at less cost and with greater satisfaction, if you use the "TRUE FRUIT" brand exclusively.

ASK YOUR JOBBER

J. HUNGERFORD SMITH COMPANY Limited

Mfrs. "TRUE FRUIT" Soda Fountain Requisites

TORONTO

Aquae ammonii..... .. .. q.s.	"	.001
Aquae destillatae... ... .q.s.	"	.009
Elixiris aromatici..... .....q.s.	"	245
		—
Total cost for 1000 Cc....		.505

or 1½ cents a fluid ounce.

As is seen, the formula is written in the form of a prescription and unabbreviated. This is good exercise in Latin writing, and gives the student a fine opportunity to post up on the subject. The cost of each item follows the article. This must be computed accurately in order to arrive at the true cost of the finished preparation. In this case our finished preparation costs us 50½ cents to the 1000 c.c. (mils) or about 24 cents a pint. One of the most popular brands of this elixir costs the retailer $8 a dozen pints. It is very evident therefore that it pays the druggist to make this galenical. Just so with many other preparations ; and besides a saving in cost, we get most valuable experience.

From this record a more condensed tabulation is made on a 4 by 7 bristol board card. These cards are arranged alphabetically in a proper receptacle. The record on this card is as follows :

Elixir Ferri, Quininae et Strychninae Phosphatum.

Date	Quantity	Cost	Made by	Remarks
1-2-11	1000 c.c.	505	Smith	Sch for 100 c.c.

Each card will hold about twelve entries, which in the average store means a concise record, on one card, for three or four years.

The value of such practice and records must be apparent to every student of pharmacy. It develops not only scientific and commercial knowledge of the business, but also gives the operator excellent training in neatness, accuracy and system.

USEFUL HINTS FOR THE PRESCRIPTIONIST.*

Since you saw fit to publish one of my letters in your Journal on Dispensing Hints (page 473, Nov., 1909), I again take this means to promulgate what I think will be of interest, and hope it may encourage others to do likewise.

Balsam of Peru blends so nicely with iodoform in ointments as to almost cover the odor of the latter.

The addition of three ounces of water to the pint of tincture of benzoin, and then filtering, will be appreciated by the ladies who buy this article for toilet purposes, as this addition prevents the familiar, disagreeable gumming when the tincture is added to water.

Alcohol is very easily dehydrated by adding a little gelatin and macerating several days.

*Jos. Hart, in the Bulletin of Pharmacy.

Oil of bitter almonds very effectually disguises the odor of cacao butter, thereby enhancing its value for toilet uses.

The brushing of chocolates with a soft brush give them a markedly fresh appearance.

I make fresh argyrol solutions quickly by keeping my argyrol finely ground in an amber wide-mouth bottle. When the solutions are ordered I add the required amount to the bottle containing the water, carefully pouring the argyrol so that it will not adhere to the neck of the bottle, afterward shaking the container several times, then laying it on its side. The salt will be in solution before the customer calls or desires to use it.

Sprinkle protargol on the water in the dispensing bottle and let it stand until dissolved, thereby avoiding a slightly turbid solution which results when glycerin is used and obviating filtering. This holds good for weak solutions, not exceeding 5 per cent. in strength.

In dispensing ointments in collapsible tubes, such as Adrenalin, Baume Analgesique, etc., you can make a very neat and easy-to-wrap package by peeling off the label from both the tube and the lid of the box, pasting a white strip of paper over the latter, and putting the prescription label with directions onto this.

By dipping weights in a concentrated aqueous solution of potassium cyanide and then washing off in clean water, one obtains, bright, clean weights with practically no loss of mass. The same holds true with dirty coins. It is an advertisement to hand to a lady who wears clean white gloves, nice new or clean coin for change.

To seal soluble elastic capsules, take a small piece of wire, make a loop at one end to fit over the cut end of the capsule and apply the sealing gelatin by means of the loop.

It was suggested to use soap liniment in the molds in making suppositories by fusion in the old style molds for the purpose of keeping the suppositories from sticking. I find after using the liniment the addition of lycopodium to the molds is of a decided advantage. When the suppositories are finished, do not throw this lycopodium away as waste, but keep it for rounding pills. When the pills are finished, notice what a pretty odorless gloss they have.

Balsam of tolu with heavy calcined magnesia is far superior for massing pills or capsules that contain such ingredients as creosote, oil of savin, etc., than pepsin which has been suggested.

The patient will appreciate the dispensing of granulated boric acid in the place of the powdered when the directions call for a definite quantity to be dissolved in a given amount of water ; for the granulated does not float and is more easily soluble.

To avoid duplicating stock especially in the

prescription room and when things are ordered in quantities, attach a strip label at the bottom of the original label to the effect that more is in the basement or storeroom.

The following prescription has caused some trouble for the boys with whom I have worked :

Aristol.....	10 grains.
Menthol.....	5 grains.
Eucalyptol.....	6 drops.
Camphor.....	4 grains.
Carbolated white vaselin, 1 per cent.....	1 ounce.

Mix and make an ointment and put it into a tube with a long tip. Rub the aristol with a little petroleum oil, such as albolene, etc., on one end of the slab, and on the other menthol, camphor, eucalyptol, and the required amount of carbolated vaselin ; then incorporate the aristol mixture gradually in the menthol-camphor solution, and you will get a perfect solution which will mix readily with the vaselin without lumping. Roll this ointment in a piece of paper so that it will fit the tube and insert the roll, leaving a little paper over the end of the tube. Press the ends firmly against the paper so that in rapidly pulling the paper out, the tube retains all the ointment. In this way one need not even soil his hands. Finally seal the tube by making two end folds.

TO PREVENT DETERIORATION IN DRUGS.

Most crude drugs when received by the druggist in a modern drug store are very seldom in the form in which they are packed or collected. They have passed through the hands of the drug miller and reach the druggist usually in powdered form, ready for percolation or maceration, or other form in which the drug is to be used. But there are several crude drugs handled by the druggist, which have not been ground, such as spices, rhubarb, cardamom, compressed herbs, etc.

Many crude drugs when gathered contain a large amount of moisture, varying anywhere from 5 to 80 per cent. of the weight. In order to preserve them and to facilitate comminution, they must be dried, and, owing to their porous nature, are very prone to reabsorb moisture and become moldy.

How to Keep Crude Drugs.

The practice of keeping crude vegetable drugs in cardboard or paper containers, or in open drawers, in drug stores, is not good practice, as a great many of them depend for their medicinal properties upon the presence of volatile principles and when so kept, rapidly lose a considerable portion of such constituents in the hot dry atmosphere of the average drug store. Ofttimes such drugs, when kept in this manner, are stored near a stove or radiator during the winter months, and subjected to its direct heat.

Such drugs should be placed, as soon as received, in japanned tinned boxes provided with removable labels. Let them be so arranged that odorless drugs will not be kept in close proximity to those possessing strongly odoriferous principles, thus preventing contamination.

The boxes containing such drugs should be kept in a cool, dry place in the storeroom, and only a sufficient quantity taken from them and kept in the store to supply the immediate trade.

Some crude drugs are especially liable to attack from insects, and the insect that is apt to attack a particular drug will depend to a large extent on the nature of that drug, and the physical characteristics of the insect.

The insects most injurious to crude drugs are those provided with strong jaws for biting. In this class may be cited the mites, many kinds of beetles, and some insects that are injurious in the larva stage.

The mites are small, round, oval insects with eight legs, and the mouth is provided with a beak. There are many species of the mite : some being known as sugar mites, cheese mites, etc.

Cantharides are often attacked by a mite belonging to the genera Glyciphagus. The presence of this pest may be known by the formation of a considerable amount of dust and broken fragments collecting at the bottom of the jar ; and by careful examination small whitish objects may be seen moving about in the powder.

Prof. L. E. Sayre, of the University of Kansas, reports having found a small beetle, Satodrepa panicea, feeding on columbo, aconite, mustard, althea, belladonna, pokeroot, ginseng, angelica and other drugs.

Ergot, belladonna root, musk root, powdered senna, powdered jaborandi leaves, sweet almonds etc., are attacked by species of the same family, (Plinidae).

Several other drugs are attacked by some form of insects, and large quantities are damaged to such a degree as to prevent their use in pharmaceutical preparations.

Drugs liable to be infected with such insects, should be treated with the vapors of carbon bi sulphide, chloroform, etc. Lay them in tight boxes and set within a wad of cotton, or a sponge, saturated with the insecticide. Then close the containers tightly and allow them to stand for about twenty-four hours, until the vapors have had time to thoroughly penetrate the contents, after which expose the drugs to air until they are free from vapors.

Sunlight is also valuable to prevent the growth and destructive action of such insects.

Syrups.

This is one of the most troublesome classes of



Show Your Customers the Advantage of Using the GILLETTE with the Correct Angle Stroke

When you sell a man a GILLETTE you can be quite sure he'll get a good shave, no matter how he uses it. The GILLETTE is so simple, so handy and so keen that he cannot fail.

But at the same time there is a best way of using the GILLETTE, and that is with the Angle Stroke illustrated above. Drawn across the face in this way, at an angle to the cutting edge, the blade slips sideways across each hair while it cuts, just as a scythe or a bread-knife is drawn across the material it is cutting. Everybody knows the advantage of the angle stroke with other edge tools, but not every one thinks of applying it to a razor. The words of caution are, "Don't scrape!"

With the GILLETTE the angle stroke comes natural, and the result is the cool, clean, quick, comfortable GILLETTE shave, known and appreciated the world over.

If you want every man who buys a GILLETTE from you to enthusiastically help you sell others, be sure you explain to him the ANGLE STROKE.

Our Picture Post Cards, illustrating and explaining this Angle Stroke, are now ready. Mail them to your trade and make them work for you.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory 63 St. Alexander Street, Montreal

Offices in New York, Chicago, London, Eng. and Shanghai, China

Factories in Montreal, Boston, Leicester, Berlin and Paris

TRADE Gillette MARK

KNOWN THE WORLD OVER

POISON!

Arsenate OF Lead

The Popular Tree and Vine Spray

Put up in
1 lb. bottles, 2 lb. bottles
25 lb. pails

THE CANADA PAINT COMPANY
Limited

MONTREAL TORONTO WINNIPEG

The Canada Paint Company's Arsenate of Lead is intended to eradicate destructive Leaf-eating Insects, Worms, Caterpillars, etc., which infest the Orchard and Garden.

This Insecticide, when sprayed upon the leaves, does not readily wash off, making its use extremely economical.

— ARSENATE of LEAD —

The Canada Paint Co'y, Limited

Makers of Paris Green

MONTREAL TORONTO WINNIPEG



FINEST
ESSENTIAL OILS
For Medicinal Purposes
GUARANTEED. B.P. 1898 TEST

BUSH-OTTOS
Perfume Ottos in Concentrated form. 1 per cent. solution makes finest perfumes.
Simply reqires dilution.

OLEO RESINS

FRUIT FLAVORS

FRUIT SYRUPS

Depot for
POTTER & MOORE'S
MITCHAM LAVENDER WATER

W. J. BUSH & Co
LIMITED
of London, England

490 ST. PAUL ST. MONTREAL
Toronto Winnipeg Vancouver

HORLICK'S MALTED MILK

At All Fountains

Whether Cold or Hot, Horlick's Malted Milk is always a favorite beverage.

It is Delicious, Satisifying, Nourishing, and its value is appreciated by pleased customers.

No drink, whether hot or cold, is as good as it can be unless some Horlick's Malted Milk is in it.

Booklet, Direction Cards and Advertising matter sent to all fountains on request.

HORLICK'S MALTED MILK CO.
Racine, Wis.

GILMOUR BROS. & CO., Sole Agents, MONTREAL

preparations that the druggist is afflicted with, because many of the official syrups are seldom called for, and the druggist usually finds that the stock on hand has spoiled, by becoming sour, or mould has formed in the bottle, etc., this usually occurring just when a "hurry up" prescription is received.

Consequently the making of syrups should receive the druggist's most careful attention, for while attention to details will not always prevent the spoiling of his syrups, yet it will prevent it to a great extent.

Syrups deteriorate for several reasons :

First, impure sugar used.

Second, invertion of sugar to fermentable sugar by (a) acids being present in solvent ; (b) heating too long.

Third, excess sugar used, which subsequently crystallizes out, leaving a weak syrup.

Fourth, insufficient amount of sugar used.

Fifth, contamination with molds, yeast "germs," and other fermentative bacteria.

Sixth, loss of active ingredients by (a) volatilization by heat—e.g., syrup of wild cherry, etc.; (b) oxidation—e.g., FeI.

Seventh, discoloration caused by carmelization of sugar by acids.

These changes may be prevented to a large extent by :

First, using pure sugar and carefully adjusting the proportion of sugar to solvent.

Second, filling small bottles completely full with the hot syrup and stoppering tightly, and keeping in a cool place.

Third, by use of a preservative, as specified in Pharmacopoeia, as in syrup, hydriodic acid, etc.

Fourth, by the use of "cold process," which prevents the formation of fermentable sugars.

Fifth, by preparing only as much syrup as can be used up quickly.

Tincture of Iodine.

There is hardly a preparation in the Pharmacopoeia which varies so much as this one, which is due to two causes :

First, carelessness in preparing.

Second, carelessness in storing and keeping.

The first cause needs no comment—it speaks for itself ; the second cause has certain extenuating circumstances which may relieve the druggist of a certain portion of the responsibility.

Tincture of iodine, when prepared with potassium iodide, rapidly forms ethyl iodide, and hydriodic acid, with corresponding loss of free iodine, which is entirely prevented by the use of the quantity of potassium iodide directed by the U.S.P.

If exposed, it loses alcohol faster than it does iodine, becoming rapidly stronger, sometimes reaching a concentration of 200 per cent., or more, of the U.S.P. strength.

It should be kept in tightly stoppered bottles, in a cool place, and never dispensed with cork stoppers, as iodine rapidly attacks cork.

Hydrogen Peroxide.

This is a notoriously unstable preparation and even when kept under the most favorable conditions, is liable to deteriorate. Sometimes the pressure in bottle becomes great enough to cause it to explode with great violence.

Many things have been tried to preserve it, some with considerable success ; among these are acids, acetanilid, and other amido compounds, benzoic acid, urea, etc.

There is no doubt, as has been shown by many analyses, that acetanilid does help to preserve hydrogen peroxide solutions, though after a certain lapse of time, the odor of nitrobenzole becomes distinctly noticeable.

"Should be kept in a cool place."—U. S. P.

We would suggest that it, as well as hydrozone, pyrozone (5 per cent.) glycozone, conc. ethyl nit., and other preparations of this nature, be kept in a dark closet, so that in case of an explosion taking place, there will be no danger from flying pieces of glass.

(Bulletin Kentucky Experiment Station.)

AN INTERESTING INCOMPATIBILITY.

By Thomas Dunlop.

The undernoted prescription gave rise to the following investigation and observations :

Alum..... ....2 drachms.
Acid carbol liq..... ....1 drachm.
Glycerin..... ... .6 drachms.
Aqua, ad..... ... .6 ounces.
Mix.

When the bottle was brought back for repetition of the prescription it was observed that it invariably contained a crop of crystals. As Squire gives the solubility of alum as 1 in 11 of water and 1 in 3 of glycerin this seemed all the more inexplicable. The shape of the bottle (angular) first suggested itself as the cause, as the crystallization took place at the angles and at the bottom of the bottle. Experiments made in round bottles and flat bottles, with round corners, seemed to solve the problem, as mixtures kept in these showed no signs of crystallization in three months. Dispensing in round round-shouldered bottles was therefore adopted, but after a lapse of two years one of these was brought back containing a crop of crystals, so the matter had to be looked further into, of which the following is a resume :

I. The solubility of alum in water was first determined when it was found that it required

water to 3½ ounces to keep 2 drachms of alum in solution at a temperature not under 9 degrees C. The observations were made at temperatures above 10 degrees C.

2. To a similar solution 6 drachms of glycerin —which per se would have dissolved the alum, was added, when crystallization was observed to have begun within half an hour.

3. To another similar solution 1 drachm of carbolic acid was added, which dissolved, but within twenty-four hours 5 or 6 grains of crystals had separated.

4. To the first solution the carbolic acid, dissolved in the glycerin and diluted with 3 drachms of water, was added. Crystallization again began within half an hour, and the aggregate separation was equal to crystallization from the carbolic acid and glycerin separately.

5. A fifth solution, made with ammonia alum (which is more soluble in water and in glycerin than potash alum), ¼ ounce in water to 3 ounces, was treated first with 3 drachms of glycerin. Appreciable crystallization occurred within half an hour, but did not increase during three hours; the other 3 drachms of glycerin were added one drachm at a time at intervals of one hour. Crystallization occurred after each addition. At the end of forty-eight hours the crystals were collected, drained, washed with a little alcohol (to remove adhering glycerin), dried, and were found to weigh fully 25 grains. After forty-eight hours, during which time no further crystallization had taken place, 1 drachm of carbolic acid was added (to the mixture from which the crystals had been removed), when a further separation of crystals took place, which, after forty-eight hours, were collected and treated as above, and were found to weigh fully 10 grains. The aggregate weight was 35.3 grains, equal to 32.3 per cent. of the alum taken. The temperature throughout this 5th observation ranged from 14 degrees C. to 17 degrees C.

When allowance is made for water to dissolve the carbolic acid and the alum, which it and the glycerin displace, the prescription forms a nearly saturated solution at normal temperature. The action of the glycerin, it was surmised, might be that of an alcohol or of a dehydrating agent. That it was not the former was demonstrated by it having no effect when added to a 50 per cent. aqueous solution of magnesium sulphate. Moreover, this effect is confined to aluminum alum, as no crystallization takes place when glycerin is added to solution of iron or chrome alum. Squire notes that glycerin increases the solubility of borax in water. A note to the opposite effect should be made relative to alum. Further, it should be noted that the glycerin solubility of alum applies only to glycerin per se, for if the Official Glycerinum Aluminis (which is only a half-saturated solution) be diluted with water part of the dissolved alum crystallizes out. In other words, glycerin makes alum less soluble in water, and water makes it less soluble in glycerin. The crystals were examined chemically and found to be the respective alums only.

The glycerin, therefore, is the prime factor in causing crystallization from this recipe, the shape of the bottle, as well as the extent to which it is filled, facilitating or retarding it, whilst temperature also adds its quota to the effect.—Pharmaceutical Journal.

EMULSIONS.

An emulsion in its widest sense includes any liquid preparation containing matter in suspension and not readily separable, but the term is usually restricted to fluid aqueous mixtures of oils and resins. The three types of emulsion met with at the dispensing counter are: (1) Emulsification of oil by means of gum—e.g., by mixing the oil with mucilage of acacia and then stirring in water carefully, the oil particles being prevented from uniting by being enveloped with a thin mucilaginous coat. (2) Emulsification of resinous tinctures or fluid extracts by pouring them into diluted mucilage. (3) Emulsification of oil or oleo-resin by means of alkali, the soap formed suspending the ramaining oil or oleo-resin.

Emulsifying Agents.

Acacia holds an unrivalled position both as regards convenience and power. There are two distinct methods of emulsifying oils with acacia—the "wet" and the "dry." In the "wet" method alternate portions of oil and water are added with constant stirring, to the mucilage of acacia placed in a mortar. Each portion of oil must be thoroughly incorporated, as if the oil is added too quickly the emulsion is spoilt. Mist. olei ricini, B.P., is an example of this kind of emulsion. The mucilage must be freshly prepared, acidity defeating the best manipulation. The "dry" method is certainly the quicker, if not the better, of the two. The oil is triturated with one-forth its weight of powdered gum acacia, and then twice as much water as gum is added and the whole mixed to make a thick emulsion, which is carefully diluted to produce the required volume. The proportions are easily remembered, being: oil, water, gum—4, 2, 1. It is possible to make a good emulsion with less gum if half the oil be emulsified by the 4.2.1 method, and the remainder be incorporated in portions alternately with the water. The point to be aimed at is to keep the emulsion as thick as possible consistent with adding sufficient water, when mixing with the oil. Over-stirring may spoil an emulsion;



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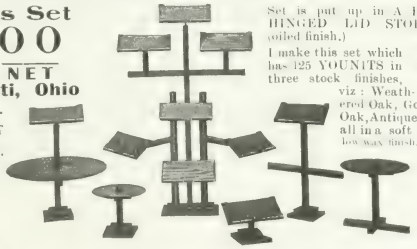
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Stir it—that's all.

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but no importance need be attached to the theory of stirring one way only, though it is advisable not to reverse the direction towards the end of the process, as the tendency to separate seems to be particularly marked then. Separation of oil indicates a bad emulsion, but the formation of an upper creamy layer does not denote that the emulsion is imperfect. Some cod-liver oil emulsions on the market show no signs of separation even after standing for months, but this is because the viscosity of the mixture is so great that emulsified particles are unable to rise. Melted lard can be emulsified in a hot mortar by the 4.2.1 method, using hot water, the primary emulsion on cooling being diluted to the required volume.

Oleo-resins, such as balsam of copaiba, may be satisfactorily emulsified with acacia by the 4.2.1 method, and also by the "wet" process if the powdered gum be first made into thick mucilage with a little water. Ext. filicis liq. requires more gum, 1 part of acacia being rubbed down with 1 part of water and one part of the liquid extract then added in portions, the mixture being finally diluted. Essential oils may be emulsified in the same manner as fixed oils, but they only require more gum, the proportions being: oil, water, gum—2.2.1. The "dry" method works well with mixtures of fixed and volatile oils, the amount of acacia required being calculated on the 4.2.1 basis for fixed oil and 2.2.1 basis for the essential oil. Venice turpentine is easily emulsified by its own weight of gum, or guaiacum resin with half its weight of acacia, the water being added gradually to the well-mixed ingredients. Gum-resins (myrrh, galbanum, and ammoniacum) contain gummy matter, so that it is not only necessary to powder finely before adding water gradually. In some cases it is advisable to add powdered acacia, 1 part to 2 parts of gum-resin, in order to insure a good emulsion.

Resinous tinctures in many cases contain sufficient gum to prevent the particles precipitated on the addition of water from coalescing, but others require an emulsifying agent.

The mucilage is diluted with several times its bulk of water before adding the resinous fluid. If salts are prescribed it is best to add them in solution last of all. Strong alcoholic preparations should be mixed with the resinous tincture before emulsification.

Tragacanth is much inferior to acacia as an emulsifier, its action being due to viscosity. The powdered tragacanth is placed in a dry bottle and shaken with an equal quantity of rectified spirit; about half the water is added next, baking vigorously to form a thick mucilage. The oil is then added, and after further agitation, the remainder of the ingredients. About 10 grains of tragacanth suffices for an ounce of fixed oil, and double that proportion for a volatile oil.

Alkalies can only be used for substances containing an acid which will form a soap—e.g., lin. ammoniae, lin. calcis, and lin. hydrargyri.

Yolk of egg is a remarkable emulsifying agent of great antiquity. The yolk of an ordinary egg is equivalent in emulsifying power to 2 dr. of gum acacia or 15 grains of tragacanth. The separated yolk is rubbed smooth and the oil added by degrees, thinning with a little water as the mixture thickens. This agent is the best one for cetaceum after it has been powdered with the aid of a little rectified spirit.

Saccharated Casein keeps well and gives perfect and stable emulsions which are palatable and easily supported by the stomach. To prepare casein, ammonia solution (about 2½ oz.) is added to a gallon of milk, and after standing twenty-four hours the lower liquid is drawn off and the casein precipitated with acetic acid. The magma is collected, washed and strongly pressed, and then triturated with 10 grains of sodium bicarbonate, finally adding sufficient sugar to produce a powder containing, when dry, 10 per cent. of its weight in casein. Casein of commerce soda may be used if mixed with 15 per cent. of bicarbonate of soda, and rubbed down with water in a mortar until effervescence ceases, the magma being mixed with sufficient powdered sugar and dried below 90 degrees F., and powdered. Resins, oleo-resins, and substances soluble in alcohol are emulsified in the bottle by adding sufficient alcohol to dissolve, then mixing and shaking thoroughly with the saccharated casein (2 parts to 1 part of resin) dissolved in an equal weight of water, lastly gradually adding the remainder of the water and other ingredients with continual agitation. With fixed oils a mortar is necessary.

Condensed Milk (unsweetened) is an excellent emulsifier, especially suited for cod-liver or castor oils, being merely a case of incorporating the oil gradually in a mortar with an already perfectly formed casein emulsion.

Tinctures of Quillaia and Senega contain "saponins" which possess powerful emulsifying properties. The troublesome male-fern extract is easily emulsified with half its volume of tr. quillaiae, while 20 minims of the tincture is sufficient for 1 dr. of chloroform, and turpentine works well with its own volume. Quillaia and senega are useful emulsifiers of oils in the presence of acids.

Seed Emulsions (linseed, poppy, hemp, etc.) are made by crushing and rubbing with water, the mucilage in the seeds being the suspending agent. Almonds are first blanched, then dried and powdered before beating into a stiff paste with a little water. Water is then added by degrees. The finished emulsions are strained.

Irish-Moss Mucilage is prepared by digesting ½ oz. of washed moss in 24 fl. oz. of water for an

hour, boiling for five minutes and then straining. It has long been used on a manufacturing scale for preparing cod-liver oil emulsion, but it is seldom used in the dispensary.

What Emulsifying Agents are Permissible.

is a question on which there is much diversity of opinion. Acacia and tragacanth have no medicinal value except as demulcents, and it is generally agreed that there is no objection to their use as emulsifiers on the score of physiological action. Liq. potassae is a caustic, and should not be used unless specially ordered, but the dispenser is justified in using an egg-yolk. Saccharated casein should not be used unless so directed, as the prescription may be for a diabetic patient, but unsweetened condensed milk is permissible. Tr. quillaiae and tr. senegae should not be used unless ordered.

SCHOOL SUPPLIES FOR FALL TRADE.

Our representative had the pleasure recently of looking over the stock of Messrs. Warwick Bros. & Rutter's School Supplies for Fall of 1911. There is indeed a great assortment in scribblers,



note books, examination tablets and all other stationery requisites for the school room.

One of their special lines of scribblers is called the "Big Fellow" which has a bright red cover, and is the largest scribbler to be sold for 5 cents.



Another of their special lines is the Coronation Exercise Book, which is also larger than the average.

They have many other novelties along these same lines. The new Floral design of Pansy, Forget-Me-Not and Rose, others are of a patriotic nature, such as "Canada's Sons Abroad," which shows the officers of the Queen's Own Rifles being received by the King at Balmoral Castle. Another is of Lieutenant Shackleton's Party at the South Pole and others of like nature. They have a new improved examination Tablet for Entrance and Collegiate at 5 and 10 cents.

SCHOOLBOY WISDOM.

Among a collection of samples of school-boy guesses, compiled from compositions and examination papers by an English teacher, are the following:

Chivalry is when you feel cold.

A thermometer is a short glass tube that regulates the weather.

An axiom is a thing that is so visible that it is not necessary to see it.

Things which are equal to other things are equal to one another.

The zenith is a quadrupled living in the interior of Africa.

If care is not taken with dusty corners, microscopes will breed there.

Queen Elizabeth's face was thin and pale,, but she was a stout protestant.

An abstract noun is the name of something which does not exist, such as goodness.

DRUG AND CHEMICAL TRADE.

Artificial Camphor.—As the United States has abundant supplies of turpentine oil, it is suggested that artificial camphor might be produced therefrom, as is done in Germany, thus saving the million dollars yearly sent to Asia for natural camphor, says Drugs, Oils and Paints. In a small illustrated monograph on the camphor industry in foreign countries, just issued by the Bureau of Manufacturers, Department of Commerce and Labor, are given reports from American consular officers on the production of natural camphor in Japan, Formosa, Borneo, and Ceylon, and the competitive manufacture of synthetic camphor in Germany. The pamphlet describes the preparation of camphor from the wood of camphor trees, the principal sources of supply, and the various methods of producing synthetic camphor. Reference is also made to the extent of the camphor trade and the influence of the synthetic product on the price of natural camphor.

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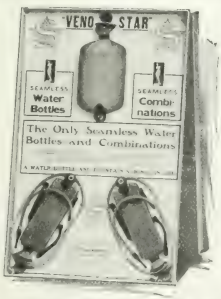
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Packed 5 lb. Bars, 12 to case, per case $9.50
Packed 6 oz. Cakes, 100 " " 6.85
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Our travellers will call the usual time.

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Trade Notes

ALBERTA.

J. Ham is opening a new drug store at Langden, Alta.

H. L. Hunt has started a drug business at St. Albert, Alberta.

E. Hanlisty has opened a new drug store at Edmonton, Alberta.

R. A. Snider has taken over the Wainwright Pharmacy, Wainwright, Alta.

The estate of E. T. Mitchell, druggist, at Pincher Creek, Alta., was sold recently.

Thomas H. Saul has purchased the business of the Wainwright Pharmacy, Wainwright, Alta.

Wm. Blair has purchased the business of the Cardston Drug & Book Co., Cardston, Alberta.

T. H. Hinton and W. H. Upton have purchased the estate of E. J. Mitchell, druggist, Pincher Creek, Alta.

The People's Drug Co. have taken over the drug business of W.P.J. Alexander, Lethbridge, Alta The company consisting of W. H. McCaffrey and W. P. J. Alexander.

BRITISH COLUMBIA.

Dr. S. Traynor has opened a drug store at Kitsilas, B. C.

Dr. A. Wallace will open a new drug store at Telkwa, B. C.

J.M. Adams has opened a new drug business at Telkawa, B. C.

Dr. A. H. Wallace is opening a drug business at Telkawa, B. C.

C. N. Pinco is opening a drug and stationery store in Port Albernie, B. C.

W. E. Alamis is opening a new drug store on Pender St. W., Vancouver, B.C.

A. E. Fawcett is opening a drug store at Saffarton, a suburb of New Westminster, B. C.

Chas. S. Davis has opened a new drug store at corner Columbia and 6th St., New Westminster, B.C.

Merryfield & Dack have formed a company, having two stores, one at James Bay, and the other at Oak Bay, B.C.

P. L. Thomas is opening a new drug store in North Vancouver, B.C., the title of the business will be The North Shore Drug. Co.

MANITOBA.

J. Holman has opened a new drug store at Imperial, Man.

J. C. Holman, druggist, has moved to Imperial, Sask., from La Riviere, Man.

R. C. Jamieson & Co., druggists at Winnipeg, Manitoba, have dissolved partnership.

NOVA SCOTIA.

E. S. McKenzie is opening a new drug business at Glace Bay, N. S.

E. A. Jolley has opened a new drug store at corner Rae and Dewdney Streets, Sydney Mines, N. S.

ONTARIO.

A. B. Malley has purchased the drug business of A. Boyle, York St., Toronto.

Fred Wilson has taken over the drug business of Dr. Milligan, Copper Cliff, Ont.

E. E. Sexsmith has taken over the drug business of W. Thompson, Strathroy, Ont.

Allan & Cochrane have opened their fifth branch at the corner of Bank and Sparks St., Ottawa, Ont.

QUEBEC.

Dr. J. Richardson has opened a new drug store, corner St. Urbain and Laurier Ave., Montreal, Quebec.

L. S. Desaults has opened a new drug store at corner St. Lawrence Blvd. and Velleneauve St., Montreal, Que.

R. Martineau has purchased the drug business of Dr. Charette, corner St. Laurence & Vialeur Sts., Montreal, Que.

SASKATCHEWAN.

The Young drug store at Young, Sask., has been enlarged.

Dr. McDonald is opening a drug business at Margo, Sask.

J. D. Godfrey has opened a drug business at Wilcox, Sask.

D. L. Irvine has purchased the drug business at Estevan, Sask.

O. L. Reinecke has purchased the Gramm drug store at Welwyn, Sask.

W. B. Cassels has taken over the drug business of H. W. Paddell, Young, Sask.

W. H. Hamm has purchased the drug business of H. O. Mitchell, Fleming, Sask.

L. B. Blagdon has purchased the drug business of J. Hamelin, Montmarte, Sask.

KENT-McCLAIN AGAIN.

Mr. H. W. Mitchell's drug store in Port Hope, is thought to be one of the finest examples of drug store fittings in this country. It is in oak with all the most up-to-date embellishments. It has a complete equipment of "All Glass" cases, and the indispensable "Trianon" combination counter and stock cabinet. All by Kent-McClain, Limited (Toronto Show Case Co.), of course.

Without enthusiasm a man is only a statue.

EXAMINATION RESULTS.

The Ontario College of Pharmacy has issued the following results of the May examinations:

John Roberts, Scholarship; R. D. Dymond, Brantford, and Frank R. Evans, Minnedosa, Man. (equal), scholarship divided; John Roberts, Gold medal, J. E. Birks, Trenton, Ont.

General Proficiency medals—College gold medal R. D. Dymond, Brantford, and Frank R. Evans, Minnedosa, Man., (equal); College silver medal W. J. Bennett, St. Mary's, Ont.

Subject medals—D'Avignon medal (dispensing), R. D. Dymond, Brantford, by reversion to Cecil D. Cook, Hamilton; Pharmacy medal, R. D. Dymond, Brantford, Ont., by reversion to Sydney O. Smith, Toronto; Chemistry medal, J. E. Birks, Trenton, Ont., by reversion to W. J. Bennett, St. Mary's, Ont; Materia Medica medal, Frank R. Evans, Minnedosa, Man., by reversion to Colin MacLellan, Mount Forest; Botany medal, George R. Parke, Hamilton, Ont.

Honors in Order of Merit.

R. D. Dymond, Brantford, and F. R. Evans, Minnedosa, Man., (equal); W. J. Bennett, St. Mary's; J. E. Birks, Trenton; Geo. R. Parke, Hamilton; J. P. Leslie, Owen Sound; I. E. Tucker, Toronto; A. L. McGill, Grand Valley; P. E. Lumley, Glencoe; C. C. MacLellan, Mount Forest; C. V. Pratt, Cobourg; F. B. Wilson, Waterford; A. H. Walton, Toronto; H. H. Cuthbert, Calgary, Alta.; H. G. Hillier, Goderich; V. E. Hessell, Cornwall; F. S. Dent, Woodstock; C. P. Smith, Almonte; S. O. Smith, Toronto; E. C. Hogarth, Whitby; G. W. Brander, Wallaceburg; R. G. Baker, Hespler; O. C. Rutledge, Markdale; R. W. McKitrick, Orangeville; E. R. Atkin, Lyndon; D. M. Lewis, Fort William; E. B. Carruthers, Moose Jaw, Sask.; W. J. Leonard, Tavistock; F. Campbell, Owen Sound; E. G. Coghlin, Millbank; A. E. Agar, Mitchell; N. A. Vetter, Berlin; W. G. Smith, Elora; C. D. Cook, Hamilton; G. S. Tatham, Listowel; T. F. Ball, Welland; R. L. McDonald, Almonte; J. H. Bamford, Macklin, Sask; W. J. Kennedy, Ottawa; J. A. Lambertus, Walkerton; T. E. Richardson, Edenvale; C. W. Munro, Amherst, N.S.; H. T. Paton, Cobourg; J. H. Abbott, Saskatoon, Sask.; L. E. Furry, Dunnville; F. C. Shaw, Owen Sound; H. U. Johnstone, Owen Sound.

Pass List Alphabetical.

D. H. Alger, Brougham; H. R. Allcock, Sault Ste. Marie; N. M. Ballantine, Georgetown; W. C. Barton, Guelph; H. W. Brown, Cornwall; R. Brown, Brussels; E. D. Calvert, Rainy River; H. W. Caswell, Brockville; J. P. Cullen, Ottawa; W. E. Dunlop, St. Catharines; F. Evans, Alliston; R. Fairbairn, Mount Forest; J. A. Ford, Fergus; A. E. Fowlie, Midland; J. S. Gordon, Toronto; C. O. P. Green, Port Hope; R. J. Johnston, Alma; J. D. Kellock, Perth; N. J. Kenny, Lanark; S. M. Ker, Niagara Falls south; P. A. Margeson, Kentville, N.S.; B. F. Menzies, Carleton Place; L.R. Moffatt, Ottawa; G. A. Morrison, Orangeville; A. McKim, Tillsonburg; O. G. McPherson, Exeter; F. S. Pickering, Mount Forest; T. S. Quance, Delhi; Miss Maud Richardson, Trenton; E. Robinson, Columbus; C. J. Rumball, Goderich; J. M. Russell, Renfrew; C. Smith, St. Catharines; A. Smith, Barrie; J. Stephan, Toronto; J. C. C. Wilkinson, Brockville.

Passed in Subjects.

Chemistry—John D. Campbell, Owen Sound; E. T. Peel, Toronto.

Practical Chemistry—W. G. Packham, Alliston.

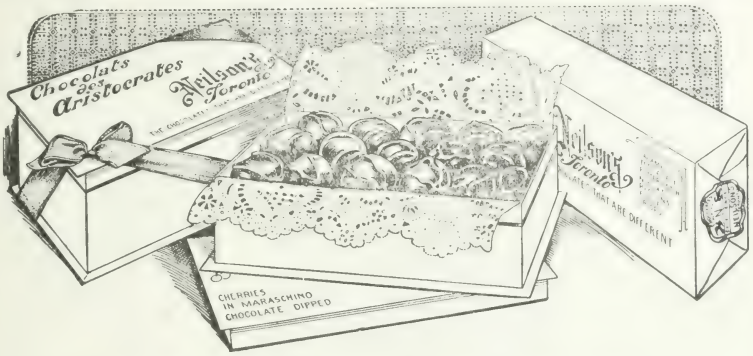
PARKE, DAVIS & CO. ENTERTAIN.

The expansion of any manufacturing industry and the enlargement of any business establishment in the Dominion is always a matter of felicitation and a sign of Canadian prosperity.

On the night of May 5th, Messrs. Parke, Davis, & Co., in step with, yes in the very forefront of progress and expansion, opened the new addition to their Laboratory at Walkerville with a "house warming" that will long be remembered most pleasantly by those present. The addition is the third, and by the way the largest, made to their plant since the establishment of the Canadian Laboratory. It is 60 x 132 feet in size and consists of four stories and basement; all being fast equipped with every modern appliance and convenience to meet the requirements of their continually increasing business.

Invitations for this formal opening had been sent to all druggists in Essex County and to all physicians, druggists, dentists, and veterinarians, in Walkerville and Windsor; so that the company present made up of the firm's employees and their friends numbered about four hundred. It was truly a representative gathering, and the success of the entertainment showed clearly that this firm is as adept at entertaining as it is in the manufacture of high class pharmaceuticals.

The committees of the Laboratory staff in charge of the arrangements had been given carte blanche and three entire floors of the new building showed to splendid advantage decorated profusely with bunting and flags. During the evening the happy congenial crowd was kept busy keeping step to the dance music of a specially engaged orchestra, while refreshments were served by a caterer from 9 until 11 o'clock. For convenience of the Detroit guests a midnight ferry had been chartered, and when the many electric lights had been put out, the management and all participating felt that another success had been added



Go After the Best People With the Best Chocolates

Don't think, for a moment, that people won't pay good prices for good chocolates. THEY WILL.

And some of the best customers we have, are Druggists in the smaller towns and cities.

No other country in the world has so many well-to-do people living outside the big cities. They are people of culture and refinement—who appreciate the good things of life and have the money to buy them.

These are the people who will come to your store for Neilson's Chocolates—and who will help you to build up a trade in fine chocolates that perhaps you never thought possible.

We are telling these people about Neilson's Chocolates in the most attractive advertising that has ever been placed in Canadian publications.

We make 33 different packages, to sell up to $1.00 a pound.

Write us about securing the exclusive agency in your neighborhood for Neilson's Chocolates.

OUR IMPORTANT OFFER

Upon request, we will send any Druggist in Canada a liberal sample of Neilson's Chocolates—all charges paid.

We urge your immediate response to this offer as it is only open for a limited period.

"The Chocolates That Are Different.

Neilson's Chocolates

WM. NEILSON LIMITED - - TORONTO, ONTARIO

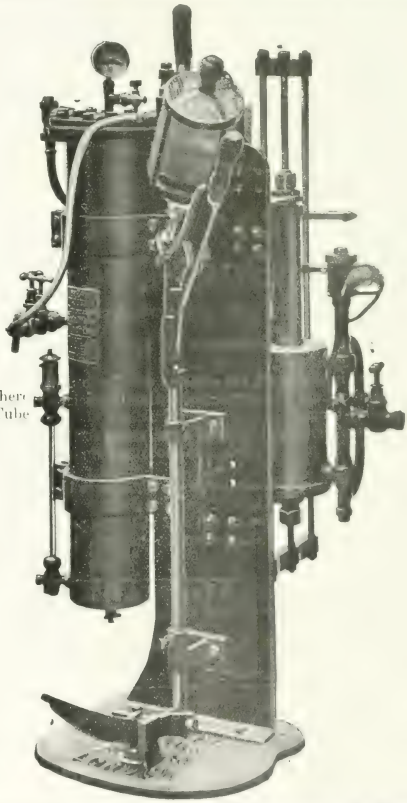
Flugel's Automatic Machine 'A'

With Syphon Filler

Producing a continuous supply of the most perfectly aerated and filtered Water without the slightest work

Your Own Syphons filled at a cost of One Penny per dozen

Every drop filtered and carbonated simultaneously



Connect here to CO_2 Tube

Connect here to Water Main

For places without Water Mains order our Machine "B" with Hand Water Pumps

Only £45 complete

Order for coming season. £10 deposit, balance on arrival

Flugel & Co., Carbonating Engineers, 21 Lime St. E. C., LONDON, ENGLAND

SPRAYING MIXTURES FOR THE EXTERMINATION OF ORCHARD PESTS*

For all practical purposes the insect pests of our orchards may be divided into two classes, viz., chewing insects and suctorial insects. On this classification will depend their treatment. Wherever possible, the former class should be controlled by internal poisoning, and the latter by insecticides that destroy by coming into contact with the insects themselves. Among the chewing insects the codlin moth reigns supreme, and can be most effectively kept in subjection by means of arsenical sprays. As the operation of spraying with these is fraught with considerable risk to foliage, growers should be guided in their use by the following hints :

(a) No preparation should be used as a general spray without first testing it on a tree (or a portion of a tree) of the different varieties to be treated, unless the grower has had previous experience with that particular brand.

(b) Some varieties are more susceptible to arsenical influense than others, the Bismarck being the most noticeable in this respect in my experience.

(c) Weak, stunted, water-logged trees are less resistant to this burning than young, vigorous ones.

(d) In moist or foggy weather, this spray is far more injurious than when the weather is warm and equable.

(e) Water used in mixing the sprays should be free from any acids that will act as a solvent on the arsenic.

(f) Vessels, pumps, nozzles, hose, etc., should be thoroughly clean and free from Bordeaux mixture or any active agent that would cause mechanical or chemical changes to take place.

(g) The safest sprays are those having the least amount of soluble arsenic in their composition.

(h) The spray should be continuously and thoroughly agitated from the bottom of the pump up to the surface.

(i) Repeated sprayings with arsenic, when not wholly insoluble, often set up a kind of chronic derangement of the cellular tissues of the leaves not at first noticeable, but which causes the leaves to prematurely turn yellow and fall off.

(j) Extreme care should be exercised with the handling, storing and application of these sprays. They should not be used at the ripening stage of fruit, nor for some time previous to its being pulled from the trees.

SOME GOOD SPRAY MIXTURES

Arsenite of Lead.

Boil 1 gallon of water with 1 pound of arsenic and 2 pounds of washing soda until arsenic is dissolved. Dissolve 7 pounds of acetate of lead in 2 gallons of warm water. When not too hot add these two mixtures together and agitate thoroughly. Many growers boil them after mixing, and claim good results. The above quantity is sufficient to make 360 to 400 gallons of spray.

Arsenate of Lead.

Dissolve 11 ounces of acetate of lead in half a gallon of water ; in another vessel dissolve 4 ounces arsenate of soda in half a gallon of water, pour the soda solution into the lead solution, stir, and add from 40 to 50 gallons of water. Hot water dissolves these chemicals more rapidly and completely than cold water. Wooden pails should be used. This product has a distinct advantage over all other arsenical preparations. It is practically harmless to foliage, remains longer in suspension, and is more adhesive. The process of manufacture is simple enough, but as there is often a difficulty in getting chemicals of proper purity it is questionable whether the fruit-grower would not be better served with the leading brands of arsenate of lead now on the market.

Red Oil and Crude Petroleum Oil Emulsion

Boil 1 gallon of water and 1 pound hard soap sliced up, or 2 pounds of soft soap, until the soap is dissolved. Remove from the fire, and add 2 gallons of the oil ; replace, and bring to a boil. Thoroughly agitate until oil emulsifies. A small lump of washing soda assists the emulsifying.

If red oil, use 1 in 15, and for red scale and lecanium, 1 in 30 ; 1 in 10 is the strength at which crude petroleum emulsion is used for mussel scale, red spider (bryobia), and wooly aphis.

Lime and Sulphur.

Lime, 20 pounds ; flowers of sulphur, 15 pounds; water, 50 gallons. Slake the lime in about 20 gallons of water, and add the sulphur, previously mixed up into a stiff paste, to the slaking lime.

The whole mixture should be boiled for one hour in an iron kettle over a fire, keeping well stirred all the time, after which the full quantity of water may be added, and then promptly applied before the sulphides are lost by cooling and crystallized. Material should be strained and thoroughly agitated. To increase adhesiveness, 2 or 3 pounds of salt may be added.

Self-Boiled Lime Sulphur.

Lime, 10 pounds ; sieved sulphur, 10 pounds ; water, 50 gallons. Place lime in barrel and pour on enough water to start it slaking, about 6 quarts. Then add the sulphur, and finally enough water to slake the lime into a paste. Keep well stirred, and after the violent boiling ceases the mixture should be diluted ready for spraying. Five to fifteen minutes are required for the process, according as the lime is quick acting or sluggish.

* By P. J. Carmody, in Journal of the Department of Agriculture of Victoria.

THE WALL PAPER BUSINESS.

As many druggists in the smaller towns in Canada handle wall-paper and find it a paying line, the following experience of a fellow druggist will be of interest. Mr. O.R. Norris, in the Bulletin of Pharmacy writes as follows :

We have not been an exception to the rule, and after several years' of experience, submit some of the wall-paper advertising methods which have been very successful with us.

Early in the spring we have a personal talk with all the local paper-hangers and decorators, and secure as many of them as possible to work for our store. To each one of these men that will co-operate with us, we give a complete line of sample books of every pattern which we have in stock, and have them use our books instead of those issued by some wall-paper house in the city. We arrange these samples as soon as our spring stock arrives, which we have shipped from the factory in January or February. Quite often these men will canvass the surrounding country and make many sales that we would not get if it were not for them.

We have a complete mailing list of the head of every family in our town and the surrounding territory tributary to us. On the 1st of March we send to every name on this list a number of small samples from our stock. We use a light-weight manilla envelope and place as many samples therein as we can send for one cent. We usually get an envelope about five by seven. In this we also enclose a circular letter describing our line of wall-paper, and extending to them a special invitation to call at our store and see the entire stock. With a rubber stamp we print on the back of each sample the price of that particular pattern. We find that method very satisfactory for getting our line before the people.

We carry regular space in our local papers, and during the months of March, April and May we devote it exclusively to wall-paper and paint. We secure from the wholesale house from which we buy our stock a number of wall-paper cuts and use them extensively in our newspaper advertising.

The show window is always a first-class place to display wall-paper. We find that we get the best results by changing the window every twenty-four to forty-eight hours. We build a rack across the back of the window about five feet high and then drape one roll each of several patterns from the top of this rack to the front part of the window, and place a price card on each pattern. Across the bottom of the window in front we set a sign, which reads as follows : "Every morning at nine o'clock the patterns in this window will be changed. Watch for the new designs to-morrow." In this manner we can display the larger part of our different patterns in the window, leaving them in the window only a short time so that the strong light does not affect them. We have also used this scheme of displaying papers in the window : On one day we put in patterns suitable for your kitchen, together with a sign reading, "Wall-paper that is suitable for your kitchen. Watch for the display to-morrow for the dining-room." Each day we display different patterns suitable for the several different rooms in the house.

We had a dozen frames made out of light lumber eighteen inches wide and six feet high. These were neatly painted with light-colored alabastine. A complete pattern of different papers is tacked upon these frames. The ceiling appeared at the top, together with the border, if one was used ; if not, wood moulding in the middle and side wall at the bottom. These also had a neat little sign tacked upon them, giving the price and some short saying, similar to the following : "We think this pattern a very pretty one for the dining room, don't you ? Only 40 cents a roll." "This pattern is good enough for us, and it ought to be for you. Take it home for 35 cents a roll." These display boards, or stands, we placed in some of the millinery stores and ladies' dressmaking establishments, where women were constant visitors. Our name and place of business was neatly printed across the bottom.

THE "SWAN" FOUNTAIN PEN.

One of the best selling lines handled by druggists as an adjunct to their general stock is that of Fountain Pens, and the well-known and largely advertised "Swan" is an especial favorite both with the trade and the purchasing public.

We are pleased to learn that the Canadian business of the firm of Mabie, Todd Co. has grown rapidly, and the output here is bery encouraging.

Mr. H.L. Carman, the former manager of the Toronto business, has gone to the New York office, and Mr. J. H. Emerson succeeds him as the Canadian Manager at Toronto.

A QUICKEY SOLUBLE GUM ARABIC.

The Pharmazeutische Zentralhalle states that there has recently appeared on the German market, under the name of Gummi Arabicum resiccatum, a preparation of gum arabic which possesses considerable advantages as regards solubility over gum arabic of even the best quality obtainable. According to this authority the gum is dissolved, filtered and the solution slowly dried on moving belts. The film thus formed is ground to various degrees of fineness. This product dissolves readily by triturating in a mortar, and the solution is perfectly clear. For the preparation of emulsions it suffices to shake it in a bottle with the requisite quantity of water and oil.

—WE OFFER A LINE—
OF
Cable Temple Spectacles
AT POPULAR PRICES

If your customers knew the comfort of cable spectacles they would accept no other kind--and they are learning rapidly.

Extra charge for cable temples in our interchangeable styles —60 cents per dozen. For sale by all Canadian jobbers.

T. A. WILLSON & CO., INC
MANUFACTURING OPTICIANS
Established 1870 READING, PA., U.S.A.
Canadian Office; A. J. McCRAE, 23 Scott Street, Toronto



June Will Bring Big Sales of Photo Supplies

June is always a good month—but with the King's Birthday—the Coronation Celebration and Dominion Day at the end—the demand will be enormous.

Are YOU ready for the demand? Put in a shelf or two of Wellington Supplies—we send you very handsome show-cards. The goods sell quickly (we are advertising them from coast to coast.) No trouble, just hand out the goods and make good profit. The customers are GLAD to get them.

We can't get your goods to you in time unless you
WRITE TO-DAY.

WELLINGTON & WARD, 13 St. John Street MONTREAL

"AGFA"

DEVELOPERS

Assure you of permanent and uniform results

WE ASK YOUR CONSIDERATION OF OUR PRODUCTS—
KNOWN THE WORLD OVER

Carried by all Dealers in Photographic Goods

Send the "AGFA" label and 10 cents (coin or stamps) for a copy of "AGFA" Formulæ Book, or "AGFA" Book of Photography by Flash Light, to

HUPFELD, LUEDECKING & CO

1 and 3 St. Helen Street Montreal

Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

Optical

GROWING USE OF OPHTHALMOSCOPY.

T. S. Baird, in the Optician, calls attention to the fact that the ophthalmoscope is being used by the optician more and more every day, and rightly so. The favorite method adopted by the non-medical man is the indirect, and this method has many advantages; but so, also, has the direct method, which is the one favored by the oculist. The optician who uses only the indirect is no less to blame than the oculist who confines his attention to the practice of the direct. The comparative advantages and disadvantages of of the direct and indirect methods might be classified as follows:

(1) An almost complete view of the entire fundus can be obtained by means of the indirect method.

(2) Although the field is much larger, the magnification is less, the ratio between the indirect and the direct being 5:15.

(3) The view of the fundus is not rendered obscure by the ametropia of the observed eye in the indirect, but

(4) The image of the fundus being a real one is inverted vertically and laterally.

(a) Whereas in the indirect method the image of the fundus is seen upright, and in the natural position.

(b) The image is very highly magnified, but only a small part of the fundus can be seen at one time.

(c) From the optician's point of view the chief disadvantage is the proximity of patient and observer, which makes it necessary sometimes for the latter to use the R eye for the R eye of patient and L eye for patient's left eye. For the reasons stated above, it is always better to use both methods, the routine being to examine by the indirect first, and follow this with the direct.

Owing to the difficulty of applying the direct method when viewing the periphery, it is quite possible that early changes at that part might not be revealed.

In cases of central choroiditis, and especially optic neuritis or papillitis, the direct method is much more useful. The swelling, for instance, can be easily measured by means of the refraction ophthalmoscope, which is practically impossible by the indirect method.

The writer has attended the full courses in ophthalmic surgery in two well known eye infirmaries, and not once has he seen the indirect method employed, nor yet even described, by the professor or lecturer. Experience with opticians on the other hand, teaches us that they content themselves with the indirect examination, and know little or nothing about the direct.

In closing the writer would urge that every optician should practice ophthalmoscopy, as there are certainly cases of progressive disease where visual acuity is normal with glasses, and yet the ophthalmoscope reveals grave changes on the fundus.

DISTANCE AND BRIGHTNESS.

It is common knowledge that the brightness of any object does not very materially alter as we increase our distance away, except, of course, owing to absorption from the intervening atmosphere, in very foggy weather, and when the distance away is very great indeed. Theoretically, one would expect this to be the case, since the amount of light entering the eye, and the size of the retinal image, both decrease according to the square of the distance; the objective surface-brightness of the image should, therefore, be constant. Nevertheless, its apparent brightness may vary owing to the complexities of the retina.

In the instrument about to be described, however, retinal peculiarities do not interfere in the way described since the portion of the retina used is always the same, and we look at the surface we wish to study through an aperature in an illuminated screen maintained at a constant distance from the eye. The other factor, absorption of the atmosphere is, of course, still potent. But in practice one finds that at moderate distances, and in ordinary weather, there seems to be very little effect. Otherwise accurate photometry would be difficult, if not impossible. It may also be pointed out that an instrument of this kind presents a very convenient means of studying this question of atmospheric absorption, and the authors hope to be able to make some experiments on this point when the weather conditions prove favorable. It might also be suggested that, even though the brightness of an object were found to diminish with distance owing to the atmospheric absorption, when studied with this instrument, the value so obtained is a genuine one for our purpose, because it represents what is actually seen by the eye.

DYNAMIC MUSCLE TEST.

Lucien Howe, in Ophthalmology, discusses the use of prisms to test the dynamic conditions of the eye muscles. He remarks that although the majority of specialists recognize a distinct difference between the use of prisms to show the static as distinguished from the dynamic conditions, it

is by no means everyone who recognizes the fact that when we test the dynamic condition of the eyes by one method we obtain one result, and if we use the prisms in another way, we obtain quite a different result.

For example, in testing what we call the strength of the adductors, if we place a spot of light at a distance of twenty feet or more in front of the patient, and using prisms arranged in series or prisms from the test case, if we begin with those which are amply sufficient to produce diplopia and gradually decrease the strength of these prisms we find usually that a prism of six or seven degrees before one eye with the base out, or three or three and a half with each eye, is the weakest which permits double vision. This has been called "the minimum power of adduction." It is quite constant, and a very considerable number of tests give the same results.

But, on the other hand, if the separate prisms are arranged in series, or especially if we use the revolving prisms such as we call the Risley prisms, then in using any of these, if we begin with a prism base, but which is so weak that double vision is not produced, and if we increase the strength of the prism, particularly if we keep patient intently looking at a distant object, then apparently the effort to obtain binocular vision becomes so great that we find by this method of testing, the person can overcome a prism before one eye of 10, 12, even 15 degrees or more.

The result obtained by such an effort has been called "the maximum power of adduction." It is by no means constant. It varies not only very decidedly in different persons, but also it varies in the same person at different times. This observation is by no means new. In order to overcome in part the confusion on this part, the Section of Ophthalmology of the American Medical Association agreed that in any method of the use of prisms for testing the dynamic condition of the eyes, it should be understood that the examiner began with prisms which were too strong and proceeded with those which were weaker.

In spite of that rather exact definition it is still unfortunately evident that specialists among us disregard this point so important to us all. If we are to understand each other intelligently, and if we are really to make any progress in our efforts to clear up the confusion concerning the ocular muscles, the confusion on this point is still so great that it seems worth while to call attention to it again, even though it is not new.

The man who doesn't get some comfort and some enthusiasm out of his daily work is in a bad way.

THE AUTO STROP SAFETY RAZOR.

The office and factory of the Auto Strop Safety Razor Co., Ltd., has been moved from Montreal, where it has been located since the Company was incorporated in Canada, to Toronto, where the company have taken quarters in the new building of the Consolidated Optical Co., Ltd., 400 Richmond Street West. Mr. Bevan Lawson, who was manager in Montreal, will be the manager of the head office in Toronto, and will also make his permanent residence in this city.

This factory is one of the many owned by the Auto Strop Safety Co., the others being located in New York, Birmingham, England; Courbevoie, France, and Offenbach, A.M. Germany. It will thus be seen that the demand for the Auto Strop is world-wide, and the factories located in the principal manufacturing countries of the world will make it possible to meet the demand promptly, and we are gratified to learn that this demand is of steadily increasing proportions, the company claiming an increase of 400 per cent. of improved business in 1910 over that of 1909, and so far during this year the ratio of increase is still larger.

A PENCIL ASSORTMENT.

We illustrate a new pencil assortment of Buntin, Gillies & Co., Limited, Hamilton; No. 1666 which contains one-half gross fancy rubber-tipped pencils, arranged in the shape of a paper basket. The box is covered with a bright floral paper, and shows the pencils to good advantage. No. 1666 is a very durable display box which can be filled again when empty, and which will not tip. The above is but one of the many interesting new lines being shown by this house for school opening trade.

NATIONAL MEETING.

The annual meeting of the American Pharmaceutical Association will be held at Boston Mass., commencing August 14, 1911.

The National Association of Retail Druggists of the United States, will hold its annual convention, at Niagara Falls, N.Y., commencing September 11th, 1911.

KENT M'CLAIN AGAIN.

Four stores like Liggetts, Limited, Dunfield & Co., Ellis Bros., and Regal Shoe Store all in a row, all in the busiest block on Yonge Street, all equipped by interior fixtures by Kent McClain, Limited, (Toronto Show Case Co.), all satisfied that thought food for those who are figuring on new shop fittings.

OPTICAL EDUCATION, BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - - OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**



COURSE IN OPTICS

Next and only personal course for the year begins May 8th, i.e., immediately after the pharmacy examinations are over.

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

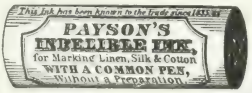
DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA



THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion



Absolutely Sure!

Any Druggist, when he sells or recommends "Mecca" Ointment, does it with a certainty that his customers get full value for his or her money and they will come again and again for it. We will stand behind every jar. All Wholesale Drug Houses or

Foster-Dack Co.
Toronto and Chicago
We invite correspondence

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP-NOLTING Co.

411-413-415 Elm St.

CINCINNATI, OHIO

HOTEL LENOX

BUFFALO, N. Y.



HIGHEST GRADE FIREPROOF

Located in the most beautiful part of Buffalo, and convenient to all important points of the city.

EUROPEAN PLAN

$1.50 Per Day and Up

Special Weekly and Monthly Rates

Take public taxicab or carriage to hotel at our expense by instructing driver to charge service to Hotel Lenox.

C. A. MINER, Manager

ANTIKAMNIA PREPARATIONS

REGISTERED U.S. PAT. OFFICE

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ANTIKAMNIA & QUININE

ANTIKAMNIA & SALOL

ANTIKAMNIA QUININE & SALOL

LAXATIVE ANTIKAMNIA

LAXATIVE ANTIKAMNIA & QUININE

MADE ONLY BY

THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U.S.A.

LEGG BROS

ENGRAVING CO.





The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

Photography

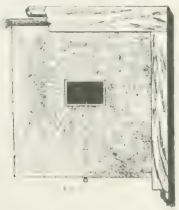
A DARK ROOM BLIND.

The arrangement shown in the illustration is one which is applicable especially to bath rooms, and to rooms in houses where the photographer is only a tenant, and permanent alterations are not advisable. To the frame of the window to



Fig. 1.

be darkened strips of wood 1½-in. square, mitred at the end as shown in fig. 1, are screwed. Thin boards of ¼-in. wood are attached to these strips, 3-in. wide for the sides and 5-in. wide for the top and bottom. The new material should then be painted dead black. It is not necessary to paint the window frame. A heavy paque window curtain, mounted on a spring roller, is hung inside the box so formed, and when pulled down the room will be found quite dark. If a ruby light is desired in the window, it may be inserted in the curtain by cutting out a place at the proper height, say 3-in. by 8-in., and fitting a



piece of ruby celluloid over the opening, as in fig. 2. This apparatus will be found cheap and in effective, and may be removed without disfiguring the window. The curtain should fit quite up to the sides of the box. Any ordinary curtain of opaque material will serve; it need not be black. ("American Annual of Photography.")

SIMULTANEOUS FIXING AND DEVELOPING SOLUTION.

Anhydrous sodium sulphite, 5; diamidophenol, 1; sodium Thiosulphate, 2; water, 100. The mixture should be prepared as required, since it is not stable. After thirty seconds' immersion the immage begins to appear, and developes gradually; the details then become obscured in a blackish shade, due to the solution of the superficial surface of the silver bromide. When examined by transparence the image, at first faint, will be seen to strengthen and gradually clear, the white portions becoming more and more transparent. On examining the plate from the back a cloudy image appears at first, then vanishes. When this happens, and the back of the plate is quite black, fixing is complete. This takes fifteen minutes, or less if the liquid is kept constantly agitated in the bath, or if the plate is left immersed, thirty minutes. Having once determined the time necessary, the negatives may be merely left in the solution for this period without further attention, and then finished off in the usual manner.—E. Coustet (La Nature., J. Pharm., Chim. append., 1910, 2, XIV.).

FLASHLIGHT POWDER.

A quick firing, strongly actinic flashlight powder for photographers recommended by Lumiere and Seyewetz (Photog. Journ.) is made of powdered magnesium (finely sieved), 2 parts; and potassium perchlorate, 1 part, mixed on a paper with a feather, or a piece of cardboard. Aluminum may be used instead of magnesium, but the metal must be inpalpable powder, otherwise it is very difficult to start combustion. The aluminum must be so finely divided that it adheres so readily to the vessels in which it is contained as to coat them with a brilliant film. The screens to be used with these powders should be of a greenish-yellow color. Such a powder should be mixed only as wanted, being too dangerous to be stored.

TROPICAL DEVELOPERS.

Lumiere and Seyewetz read a paper recently before the French Photographic Society on Developers for use in tropical countries. The "British Journal of Photography" publishes a translation of this, from which it appears that these investigators have discovered a fresh virtue in sod-



SELL SEEDS THAT FEED—

SPRATT'S
MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

ium sulphite in the developer, namely, the property of preventing the gelatin film from melting in developing solutions of the high temperature which obtains when working in tropical countries. While they find the recent recommendation of M. Bunel to use sodium or ammonium sulphates to be of service as applied to diamidophenol, yet for metoquinone, metol-hydroquinone, or pyrogallol, their experiments point to the advantage of using an extra proportion of sodium sulphite for the purpose of preventing softening of the film. The following formulae are given in the paper:

Diamidophenol Developer.

Diamidophenol	5 grams
Sodium sulphite, anhydrous	30 grams
Ammonium sulphate	250 grams
Potassium bromide	3 grams
Water	1000 c.c.

In place of the ammonium sulphate, 150 grams of anhydrous sodium sulphate may be used. At temperatures of 100 degrees to 104 degrees F. this developer gives excellent negatives in about three minutes.

Metoquinone Developer.

Metoquinone	5 grams
Sodium sulphite, anhydrous	200 grams
Potassium Bromide	2.5 grams
Water	1000 c.c.

Metol hydroquinone Developer.

Metol	1.5 gram
Hydroquinone	1.5 gram
Sodium sulphite, anhydrous	200 grams
Sodium carbonate, anhydrous	10 grams
Potassium bromide	2.5 grams
Water	1000 c.c.

Pyrogallol Developer (one solution).

Pyrogallol	10 grams
Sodium sulphite, anhydrous	25 grams
Sodium carbonate, anhydrous	50 grams
Potassium bromide (10 per cent solution)	30 c.c.
Water	1000 c.c.

Pyrogallol Developer (two solutions).

A.	Pyrogallol	30 grams
	Sodium sulphite liquor	10 c.c.
	Water	1000 c.c.
B.	Sodium carbonate, anhydrous	75 grams
	Sodium sulphite, anhydrous	37 grams
	Potassium bromide (10 per cent. solution)	45 c.c.
	Water	1000 c.c.

For use, mix one part of A with two parts of B.

The preferences of the authors are shown in the order in which the formulae are given.—Chemist and Druggist.

CASSELL'S MAGAZINES.

The monthly publication of Cassell's Co., London, England, and Toronto, Canada, for May are special issues.

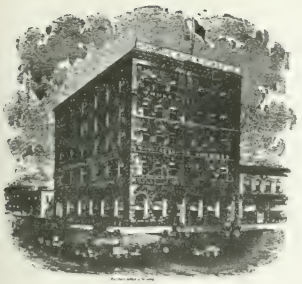
Cassell's Magazine being an especially good number and just the kind for this season.

The New Magazine has new and complete stories by noted authors. Arsene Lupin, a dramatic character of real interest will come before the readers in a number of stories during the next few months, the initial story appearing in the May number.

The Quiver is a special Sunday School Number and this favorite magazine will be welcomed in every home where it is known.

KENT M'CLAIN AGAIN.

.. Circassian genuine Circassian Walnut store interior, up-to-date in everything, is interesting to anyone thinking about high-class shop fittings. There is one of these being built by Kent-McClain, Limited (Toronto Show Case Co.), and it is regarded by qualified judges as one of the finest pieces of commercial woodworking in America. It is worth calling at the factory, Carlaw Avenue and Queen Street, just to see it.



THE MARTIN, BOLE & WYNNE CO.

WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle ums from $1,000 to $5,000, also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

Business during the past month has been very good. Ergot is steadily advancing. Cod Liver Oil is a little easier for the time being. Gum Asafoetida, Cubebs, keep very high. Oil Lemon, Oil Rose Virgin, Santonine, Buchu Leaves, Linseed Oil and Resins are all higher Turpentine is a little easier.

A—Advanced D—Declined.

D.—Acid Pyrogallic Schering's	oz.	$ .27
D.—Balsam Peru	oz.	.20
Camphor—oz. Blocks	lb.	.80
" ¼ oz. Blocks	lb.	.82
" ½ oz. Blocks	lb.	.78
A.—Cochineal	lb.	.65
A.— " Powdered	lb.	.75
A.—Gum Asafoetida	lb.	1.50
A.— " " Powdered	lb.	1.75
D.—Insect Powder	lb.	.40
D.—Oil Cassia	oz.	.12
A.—Oil Cedar, Pure	lb.	1.25
Oil Lavander, English	oz.	.80
A.—Oil Lemon	lb.	1.90
A.—Oil Rose Virgin	1 8th	1.60
A.—Oil Wormwood	oz.	.75
D.—Rose Spigelia		
A.—Santonine	oz.	1.25

ENTHUSIASM.

Enthusiasm is the white heat which fuses all a man's business qualities—ability, initiative, knowledge, tact, industry and the rest—into one effective whole.

SYNDICATE STOCK FOR SALE.

Ten shares of paid-up stock in the Druggists' Syndicate of Canada for sale for twenty-five dollars for prompt sale. Apply N.B., care The Canadian Druggist, Toronto, Ont.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc. 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

SALESMAN WANTED.

To carry as a side line a legitimate and good selling article. Good commission. See advertisement on page 399 this issue. The Oscar Onken Co., Cincinnati, Ohio.

FOR SALE.

Drug business in Southern Sask. All English speaking people. Stock, $3,000, Turnover, $10,000, increasing. No opposition. Doctor and Veterinary. Will sell store on monthly payment. Residence over store.

Box 22, Canadian Druggist, Toronto.

SITUATION WANTED.

In a Wholesale Drug House by a Scotsman, 28, married, not fully qualified, wishes situation in Canada. Served time, and still employed by same firm. Experienced in Wets, Drys, Manufacturing, etc. Plenty of energy and used to hard work. J. Hossack, Pembroke Place, Edinburgh, Scotland.

BUSINESS FOR SALE.

Drug and Stationery business in a growing western town. This is undoubtedly the best paying drug business offered. Look into it at once. Investigate and prove it. It's your opportunity, young man. Address box S, Canadian Druggist.

FOR SALE.

Property, Drug Business and Medical Practice combined, or the drug business alone, in new town of Southern Alberta. Good country, no opposition. Investigate.

Address Box X 15,
Canadian Druggist.

Promptness and Accuracy are the Requisites

of Satisfactory R Work

You will find us proficient in every detail, no matter how difficult the case may be. A trial order will convince you.

Why not the next one you have?

A FEW OF OUR SPECIALTIES

The Triumph Finger Mount
The Ear Ez Temple
The Sure-Fit Strap

We will be pleased to send samples any time.

Michigan Optical Company, Limited

20-22 ADELAIDE STREET WEST **TORONTO**

HEARD AT THE SODA FOUNTAIN.

"Our language has great possibilities," one of the regulars at "our table" said at lunch to day. "While waiting for a car two young ladies, with all the earmarks of refinement, culture and other accomplishments, met so near to where I stood that I couldn't help overhearing the conversation," says The Hartford Times.

"'Hello Mame.'

"'Why, Sue, howdy.'

"'Fine and dandy : how be you ?'

"'Outer sight ; where goin'?'

"'Nowheres ; where you ?'

"'Any old place, say,'

"'What ?'

"'Seen new soda water clerk down to drug store ?'

"'Nope ; any bettern cabin feeder ?'

"'Better ? Say, Sue, he's got that blonde piker stung so he can't sit down. I dropped in on the way over to get a postage stamp. Didn't want no soda, but just to get acquainted stepped up to the fountain and said careless like,

"'Kiss and gin ; well, that's going some. Say,

kind of mineral water they drink on top of vichy to keep it down. I pretended I wasn't on, and thought he said kiss and gin, and I says, as if I was a little hot under the collar, says I, "Your a sassy parilla," says I.'

"'Sassy parilla, that's good, too. He didn't have nothin' on you, did he, Mame ?'

"'Betcher life he didn't. Then he said something about passing me Sundaes, and I said he couldn't hand me a lemon. And we just stood there and jollied each other back and forth, making puns on soda syrups, me putting 'em right back over the plate as fast as he tossed 'em out. He's classy, Sue, and he's a university man, too.'

"'A university man ?'

"'Sure he is. Do you think a high tone drug store would have anything but a university man slinging college ices ? Nit.'

"'Gee, you're a regular albatross, Mame.'

"'Albatross, what—albatross?'

"'Bird.'

"Oh, much ?'

"'Then the [illegible] along.' Lozenge and Dispenser.

Capacity Diminishing.—Mrs. Guzzler— Aren't you ashamed to come home in this condition ?

Mr. Guzzler—Mortified to death, my dear. I find that my capacity isn't what it used to be.—Philadelphia Record.

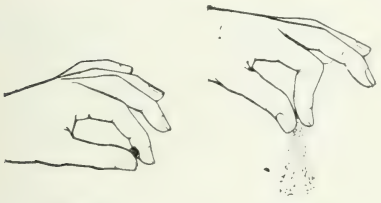
The Canadian Druggist.

Vol. xxiii. TORONTO, CANADA, JULY, 1911 No. 7

EXAMINE then JUDGE a

" PULVERETTE "

The All British Patent **POWDER PILLS**



Before After

- ¶ Superior to pills and compressed tablets.
- ¶ Supersede American made Powder Pills.
- ¶ Will not crack or discolor when kept.
- ¶ Process of manufacture is simple, quick and accurate
- ¶ Drugs do not deteriorate during manipulation.
- ¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in **PULVERETTES.**

Canadian Depot:

T. H. McTAVISH & CO., 723 Yonge St., Toronto

Samples and Quotations:

OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

THE JOBBER AND THE RETAILER.

It has been prophesied that the jobber would soon be a thing of the past, and that all business would be transacted direct between the manufacturer and the retailer. That this is a fallacy must be apparent to everyone who gives the matter any consideration, and who has any real insight into the business situation as it is at present. The jobber has been "eliminated" many times, but he is still doing business and is probably more in evidence to-day than ever before, and that for several reasons.

In the first place, the jobber is the natural distributor of the goods, and can do so at a lower cost even than the manufacturer from the fact that he is not limited to any single line, and his travelling representatives, carrying as they do a great variety of lines, can secure a large number of orders and amounting to considerably more money than if they were carrying one line alone as the representative of a manufacturer; consequently the percentage of expense would be much smaller. Again, every jobbing house has its departments of buying and selling, and the retail trade knows well the selling ability of the jobbing house, but it is not so well acquainted with the facilities of the buying department, and it is in this latter that the retailer reaps a divided benefit. The jobber makes a careful selection of the goods, and at the lowest possible price, in order to place them with the retail trade at figures which appeal to them and at the same time giving them an assortment which could be had in no other way, and in this way making the jobber indispensable to the retail dealer.

When we consider that a druggist opening a new store has to secure a complete stock of everything carried in the drug business, where could he possibly get his supply, if not through the jobber, and his sorting up orders can be done through the jobbing salesman frequently during the season, thus giving him an opportunity of keeping in touch with everything new that is offered, as well as to enable him to buy staple lines in small quantities.

The manufacturer has his place, and the buying clubs also have their use, but the jobber certainly is a "sine qua non" to the retail trade

THE RELABELLING OF THE CUSTOMERS' BOTTLES.

We have had occasion in previous issues to call the attention of our readers to acts of carelessness which not only might bring results injurious to the purchaser, but which also leave druggists open to prosecution.

Within the last few days our attention has been called by a prominent city druggist to a matter which although we have had occasion to mention before, we feel it will not be out of the way to again give a word of warning.

A bottle was presented by a customer to be filled which had on it two distinct labels. The first label bearing the name of whiskey while partly placed over this, but not obscuring the word, was a label for "Wood Alcohol," and no poison label was placed on the bottle. The label bore the name of a prominent druggist in this city, and the negligence of the party who had filled the bottle and labelled it, which we presume was one of the clerks, was so glaring that to neglect to bring the matter before the trade generally would be a serious omission on our part. The druggist who, either by himself or his clerk, commits anything of the kind mentioned, is apt to be severely penalized for it, and it appears to us that a strict rule should be established by every principal that a clerk who would do such a careless act should also suffer such a penalty as will prevent a recurrence of the careless act.

PREPARE FOR THE FALL SEASON.

It usually is not and should not be forgotten that in periods, like midsummer for instance, when they may be slight lull in the volume of orders, that then is the time to prepare for the Fall and Winter campaign—to keep abreast of the times in new goods, in knowing the changing temper of buyers, and, above and beyond all, to use those mediums of publicity which time has proved to be most effective in calling attention to new and better goods.

Be he wholesaler or retailer, one cannot afford to ignore the most potent fact in all commercial history, viz., that in order to keep alive, to command, nay, to force, the superior qualities of one's own wares upon the consumer, the thing to do is advertise.

It is gratifying, however, to note that comparatively few business men of the present day deny the effectiveness of the right sort of advertising. There are many who do not seem to know that advertising only gives evidence to marketable goods; it can, and does, attract customers, but it does not supply intelligent salesmanship in the store. Therefore, it is important to remember that the best advertising in the world may be nullified by incompetent salesmen who don't know their business. Competition is so keen that it behoves both manufacturer and merchant to keep a weather eye upon all angles of business, for assuredly there are many things to know; and the line of demarcation between success and failure depends oftimes upon seemingly inconsequential and trivial matters, but which in reality are monumental in significance.

AN ELEMENT IN BUSINESS SUCCESS.

Self-confidence is unquestionably an element in the attainment of business success. This lays emphasis, it is true, upon the success of the individual, rather than of the firm, or the corporate body, but success in the aggregate is made, or marred, by the success of each unit—from the office boy up, and from the boss down.

The chief obstacle that blocks the pathway of progress is fear. Self-confidence comes from casting out fear, says an Exchange.

Fear of what? Why, fear (conscious or subconscious) that we are incapable of doing this or that as well as somebody else might do it; fear that we cannot quite overcome this or that competitor; fear that our resources, hidden or visable, are not altogether equal to the demands our business relationships and duties have placed upon us.

Fear is an admission of inferiority. Outwardly we all of us "chuck a (more or less) good bluff." But now we are speaking of what goes on inside of us—in our minds. We must never in our secret selves think doubt thoughts, for thereby we create failure for ourselves.

Self-confidence is not a matter of arrogance, however. Of self-assertion, claiming power or abilities we do not actually possess! Self-confidence comes from, first, ascertaining our special abilities, and, next, exerting continuously and to the utmost those natural and acquired superiorities we may possess in the sphere of labor in which we are engaged.

And we should not deny our power to grow. We either go backward and die, or go forward, and live. There is no middle ground. So, therefore, another element in self-confidence is the belief that we have power to add to our abilities, by experience, observation, and by acquired skill, and thereby gain the power to do the greater duties the future may demand of us.

For, you may be sure, if we obey the laws of our higher nature, we shall, year by year, go forward—just as the trees of the forest add yearly to their girth and height and spread of limb—to greater responsibilities, bigger positions, larger incomes, for the simple reason that each year adds to our power of service to mankind.

Money seeking alone is a false god. Just when the rich man is ready to enter into the enjoyment

Merck's Ether for Anaesthesia

E. Merck

Guaranteed pure and especially suitable for Anaesthesia by Inhalation, therefore preferred and in daily use by prominent Physicians and Hospitals all the world over.

Supplied in 4 oz. and 1 lb. g.s. bottles

Darmstadt

REMINDER!

Keep well stoppered in a cool place. Its vapor being highly inflammable, administer only by daylight or electric light.

BENGER'S

Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children, brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS: BENGER'S FOOD, LTD., MANCHESTER, ENG.

Benger's Food is sold in tins and can be obtained through good Wholesale Druggists and Leading Drug Stores.



EVERY DRUGGIST SHOULD CARRY

-FAIRBANK'S SOAPS-

GLYCERINE TAR SOAP —for shampooing.
PUMMO SOAP—for the hands.
SANITARY (Carbolic) SOAP—for General use.

Because they are the best to be had, and show the dealer a margin of over 75% profit.

WRITE US FOR PRICES

The N. K. FAIRBANK COMPANY

MONTREAL, CANADA



Patterson's TORONTO Candy "A MATTER OF GOOD TASTE."

In addition to our famous

"Private Stock" Chocolates

we have recently added several new lines among which are

"Chocolates Imperators" AND "Chocolates Deliciosos"

In ½ and 1 lb packages

Write us for terms and proposition if we are not represented in your locality.

The Patterson Candy Co. - Toronto

Special Export House for **OLIVE OILS** of the Provence and of Italy

Registered Trade Mark: "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. **BENABEN** at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

Sole Agent for Canada **THOMAS GIBBARD** 43 Saint Francois Xavier St., MONTREAL

Don't lose your identity with your customers.
Push goods of first class quality under your own name.

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG

The House of Quality and Pharmaceutical Elegance

HOT WEATHER SPECIALTIES:

Effervescing Salines, extensive and elegant variety of packages. Citrate of Magnesia, and Soda Phos. Effervescing.
Aromatic Strawberry. Blackberry and Sun Cholera Remedies. Mosquito Cream.
Anti Buzz and Sweet Fly Poison Discs.

ELECTRIC BEANS
CREATE RICH, RED BLOOD.
ARE A TONIC BLOOD MAKING BEAN.

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans"



"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

of his riches his barns burn down, his cattle are slain, and robbers steal his silver and gold. But the man who never ceases to study how he can broaden his powers of service to his neighbor in his business and personal life, gains peace, power and riches nobody can take away from him, and of the material things of this life he gains an abundance sufficient for his daily needs.

What has all this to do with business—practical workaday affairs? Why, if it does nothing more, it gives us peace of mind, casts out fear of possible poverty and establishes firmly our self-confidence. The possession of money, the making of big profits, the attainment of so-called business success, cannot do as much for us. Nothing matters if our mind is but at peace with itself.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN: SEVENTEENTH ANNIVERSARY.

(Received too late for our June issue)

The festival which took place in London on May 16, in celebration of the seventieth anniversary of the Pharmaceutical Society of Great Britain, suggests a few comments on an event which is undoubtedly of more than local interest. Seventy years ago the drug trade in Canada was confined to the indiscriminate practice of a few of the early settlers who combined exploring with vicarious attempts at the healing art when that was necessary. The Dominion Acts of Parliament, and the various regulations of the Canadian Boards of Pharmacy which to-day control the practice of pharmacy in this country, were unthought of in those days, and the chaotic condition of affairs then existing can scarcely be imagined. In the United States of America things were a little better, due no doubt to the fact that the development of Canada is of comparatively recent growth. The Philadelphia College of Pharmacy was founded in 1820, and the American Journal of Pharmacy published by the College, was also well and truly established some few years later. Everyone was, however, at perfect liberty to undertake the preparation of dispensing of medicines, and success in business was only to be attained by the usual methods. In 1832, a law was passed by the authorities of the State of New York which had for its object some regulation of the craft of the chemist. It decreed that after the 1st of January, 1835, no person should be allowed to commence or practice the business of an apothecary in the city of New York without having qualified himself to obtain the diploma of the New York College of Pharmacy, or having obtained a similar diploma from some other regularly constituted college of pharmacy or medicine. This apparently was the first attempt at "reciprocity," and it appears to have been literally and intelligently interpreted.

In Great Britain, at the beginning of last century, the sale of drugs was subject to little or no control, and the business was carried on by a variety of traders, of whom the better class were mainly the descendants of those assistants who had been employed at the dispensaries founded by the physicians of an earlier generation as an outcome of a quarrel between themselves and the apothecaries. That hetrogeneous mass of traders possessed one attribute in common, namely, an objection to medical control which eventually constituted one of the chief bonds of union among them.

The first definite organization of chemists in Great Britain was formed at Aberdeen, in 1839, as the Aberdeen Pharmaceutical Association. But this Association, though active in its own district, confined its attention to the particular part of country in which the members resided. It was left to the London chemists to establish an organization which should be national in spirit and character. These ardent defenders of pharmaceutical rights and privileges formed their association as the direct outcome of opposition to the Bill in Parliament, promoted by physicians, which opposition proved successful, as everything in the proposed measure relating to the compounding of medicine by chemists and druggists was expunged from it. In 1841, they again had occasion, and with equal success, to defend what they considered their rights, for a Bill was introduced ib the House of Commons which purposed to prohibit chemists and druggists from recommending anything for the cure of any disorder. The Bill was eventually withdrawn. Here there comes on the scene a man, who, by reason of his scientific attainments and remarkable power of organization, was destined to occupy an important place in the history of British pharmacy. One of the prime movers in this defence of the chemists' rights was William Allen, a fellow of the Royal Society, and an accomplished chemist and druggist. After the successful opposition to the Parliamentary proposals already alluded to, a meeting, which was attended by about one hundred chemists and druggists, was held at the Crown and Anchor Tavern, Strand, London, to consider a proposal to form a permanent organization. Thus it came about that on April 15, 1841, it was unanimously resolved that "for the purpose of protecting the permanent interests and increasing the respectability of chemists and druggists, an association be now formed under the title of the Pharmaceutical Society of Great Britain. William Allen was elected the first President. Largely through his influence the Society rapidly went ahead; in less than two years it had obtained a Royal Charter, and boasted of a membership of nearly two thousand. The Char-

ter of Incorporation states that the Society was "Founded for the purpose of advancing chemistry and pharmacy, and promoting a uniform system of education of those who should practice the same, and also for the protection of those who carry on the business of chemists and druggists."

From the very first education formed one of the chief objects of the Society, and in 1842 the School of Pharmacy was established. Next came the formation of a library, which now contains about 16,000 volumes relating to pharmacy and allied subjects, and an official journal was founded in 1841 by Jacob Bell, another distinguished chemist and botanist. On January 1, 1842, this publication was called the Pharmaceutical Journal, and it has been published continuously ever since.

Pharmaceutical legislation began to occupy the attention of the members of the Society soon after its foundation. It was not, however, until 1852 that the first Pharmacy Act was passed, and this merely afforded protection in the matter of titles to those who had passed the Society's examination. After many unsuccessful efforts, the agitation of the chemists was rewarded by the passing of the 1868 Pharmacy Act. This enactment prohibited the sale by retail of schedule poisons except by registered persons, and it also protected the title "Chemist and Druggist." Some idea of the growth of the legal work of the Society may be gathered from the fact that it was recently officially reported that during 1910 2,000 cases of alleged infringement of the Pharmacy Acts were investigated, and proceedings instituted in nearly 300 cases.

William Allen—his name is perpetuated to-day in the firm of Allen & Hanburys, Ltd.,—was succeeded in the presidency by men strong of intellect and vigorous effort. Their work tended to strengthen and enlarge the operations of the Society and still further increase its usefulness. The objects of the Society—education, protection and benevolence—were carried out to the letter and in a most able manner. To-day it has a membership of about 8,000, with a School of Pharmacy possessing new and up-to-date chemical laboratories, a comprehensive library, museums under the charge of a celebrated botanist, an efficient journal, and a capable administrative staff, with a branch in Edinburgh conducted on somewhat similar lines. We feel sure that Canadian pharmacists will wish to join in the chorus of congratulation which the Society in Great Britain is receiving on attaining to the ripe age of seventy. "Many happy returns of the day" to our Pharmaceutical friends in the heart of the Empire!

Pessimism is another name for indigestion.

YOUR BROTHER IN BUSINESS.

B. W. Ziemann, of Preston, Ontario, Dominion President of the Retail Merchants' Association, said, while addressing the delegates of that organization at Guelph recently :—

"No man can be honest and pay his honest debts if he continues in a career of price-cutting."

The president said more. He told the delegates that in his opinion the man who started, and kept up a price-cutting war to secure business, and who failed, and who carried other and good men down in the wreck with him, was only fit to be sent to the City of Kingston to join some of our bankers in the penitentiary, where, if anywhere, all men are equal.

That's the question—how far are we responsible to each other? Let us suppose a case :

Suppose you go into a district where another had gone before, who is still there, and commencing to reap a little return after his hard pioneer work. Suppose you see he is getting all the trade, and commence to slash down prices—slash them so far that you are running business at a loss. Suppose, you were not quite successful, and your money went, and you failed, and, to continue the picture, suppose his money ran out, and he failed.

Now, you will agree that you are responsible for your own cropper, but you will not admit that you are for his. But aren't you? He was there first, and he demonstrated his ability to make good. It was that ability which started you down, in fact. He had not counted on a hurricane in his financing, however, and that was where you came in. He had a right to live.

Legally you would be clear, but morally,—how about that?—Bookseller & Stationer.

EXAMINATION RESULTS.

THE PHARMACEUTICAL ASSOCIATION OF MANITOBA.

The examiners of the Pharmaceutical Association of Manitoba, E. Nesbitt and C. W. Campbell, of Winnipeg, and M. Westaway, of Miami, have reported as follows on the recent major examinations.

B. C. Juby wins the association medal for general proficiency, also the Flexon chemistry medal.

L. L. Richardson wins the association silver medal.

Honor list in order of merit as follows :—B. C. Juby, L. L. Richardson, T. G. Murphy, E. H. Griffiths, E. C. Hewitt, L. N. McMullen, G. W. Harrison.

Pass list, alphabetically arranged :—E.G. Bishop, A. R. Ezard, F. H. Gibbs, A. H. Hamilton, G. O. Hill, J. A. Logan, R. W. Prust, L. A. Rice, A. D. Roberts, A. Walkinshaw, W.G.H. Whyard, H. J. Winton.

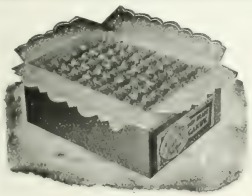
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PHARMACY IN GREAT BRITAIN

Pharmacists and the National Insurance Bill—General Medical Council—Chemists' Defence Association Annual Report—Pharmaceutical Society's New President—Hanbury Medalist, 1911—British and German Chemical Industries Compared.

(From our London Correspondent.)

There is one all-prevailing topic of conversation in pharmaceutical circles at the present moment, namely, the position of chemists under the far reaching National Insurance Bill which has just been introduced into the House of Commons by the Chancellor of the Exchequer. This Bill revealed a somewhat curious state of affairs in pharmaceutical organization. For some time after the proposed measure was introduced, chemists failed to realize how much they would be affected by it; then, suddenly, the drug trade community awoke to the fact that the practice of pharmacy would be vitally affected if the Bill was allowed to pass without being amended in accordance with the just demands of chemists. Scores of meetings in all parts of the country from Plymouth in the west of England to Fifeshire in Scotland were held within one week, and the whole craft almost immediately seemed to be roused to action. In bringing the Bill before the House of Commons the Chancellor of the Exchequer indicated that the state sickness scheme was to be carried out on lines which everyone desires,—that the prescribing of medicines shall be done by doctors and the dispensing by chemists. But there is no mention of chemists in the Bill, hence, pharmacists' associations have passed resolutions urging that the Bill shall be amended to provide that the dispensing of medicines and the supply of drugs shall be in the hands of fully qualified persons; that chemists should be represented on the health committees whose duty it will be to make the local arrangements for the carrying out of the sickness benefits, and that payment for dispensing and drugs should be on the basis of an official schedule of prices and not on a capitation basis which might mean a certain sum per head for the doctor and a sum for the chemist. Some pharmacists are under the impression that registered chemists are likely to lose millions of customers if their interests are not protected by the State, and if there were an attempt to work without the assistance of qualified chemists and druggists. With a view to studying the question of the supply of drugs under the German Insurance scheme, Mr. W.S. Glyn-Jones, M. P., Parliamentary Secretary of the Pharmaceutical Society, has gone to Germany to investigate the conditions there, and a deputation has also waited on Mr. Lloyd George to explain to him the views of chemists regarding the scheme. The Chancellor of the Exchequor made a very sympathetic reply to the representations which were made to him.

* * * * *

The Chemists' Defence Association, which is a very useful and popular drug trade organization, has just issued its annual report reviewing the work of this Association during the past twelve months. The report shows that the number of members on the books on May 18, 1911, was 3,888, new members joining during the year having numbered 130. Under the heading "Claims for Damages," the Association's accounts show an increase of £116.9.4. over the sum paid in 1909. The amount for 1910 is £541. 5.3. But, as the report points out, it is inevitable that, with the steady growth in membership, the claims and expenses must increase year by year. The cases in which compensation expenses were paid as the result of accidents and errors in pharmacies included the following examples:—Wrong labelling of medicines (several cases); alleged injury to skin by respirators; alleged injury to skin by belladonna breast plasters; dispensing of codeine phosphate, contaminated with 30 per cent. of strychnine; alleged improper dispensing of lead acetate in pills, sale of 10 per cent. carbolic lotion instead of phenol mixture for influenza; dispensing of 6 grains of atropine sulphate in a mixture which should have contained 6 minims of the solution; sale of atropine sulphate instead of morphine sulphate; sale of solution of ammonia in mistake for fluid magnesia, and sale of tincture of iodine instead of tincture of myrrh and borax.

* * * *

Several matters of interest to the pharmaceutical craft came before the General Medical Council at its half-yearly sitting on May 26, with Sir Donald MacAlister, President, in the chair. The Council conducted an investigation at the request of the British Medical Association into charges of unprofessional conduct brought against three registered doctors who were associated with Mr. Eugene Sandow's Curative Institute. The charge was that the doctors had associated themselves in a professional capacity, with "an institution termed the Sandow Curative Institute, which systematically advertises for the purpose of pro-

curing patients who are to receive either by correspondence or by attendance at the said institute, treatment for disease under the personal direction of Eugene Sandow, who is not a registered medical practitioner, and that you have approved of and acquiesced in such advertising, and that in relation thereto you have been guilty of infamous conduct in a professional capacity." Mr. Smith Whitaker, the medical secretary B. M. A., explained that the three doctors had admitted that they were employed by Sandow, Limited as medical officers to render certain services in their professional capacity. They all disclaimed responsibility for the active treatment of disease at the institute. This rested entirely with Mr. Sandow, and their duty was to satisfy him that the patient could undergo the treatment. The Council found the charge proved against one doctor, and directed the removal of his name from the Medical Register. In the case of the other two doctors, the Council decided to adjourn the proceedings in order that defendants might "seriously reconsider their position." A report on the production of the British Pharmacopoeia, showed that from May 23, 1910, to May 20, 1911, the number of copies of the British Pharmacopoeia (1898) sold by the publishers was 533. The total number of copies sold in the year beginning May 23, 1910, was 1,078. The annual sale thus remains steady. Up to the present time 42,993 copies of the Pharmacopoeia, and 4,502 copies of the Indian and Colonial Addendum have been sold. The stock of thePharmacopoeia now in hand is reduced to 36 copies, and a fresh impression of 2,000 copies has been ordered to meet the continued demand.

* * * *

At the monthly meeting of the Pharmaceutical Society, on June 7. Mr. Charles Bower Allen was elected President of the Society for the ensuing twelve months in succession to Mr. J. F. Harrington who retires after holding the position for two years. Mr. Allen is a well known London pharmacist, who has been prominently connected with British Pharmacy for many years. His election commends itself to a large circle of friends.

* * * *

The Hanbury Medal for 1911 which is awarded biennially for high excellence in the promotions of original research in the history of drugs, has been awarded to Mr. Eugene Leger, of Paris. Mr. Leger hopes to attend in London to receive the medal personally in October next.

* * * *

Another case of veronal poisoning has been investigated by a London coroner. The victim was a Kensington man of independent means, who had taken several veronal cachous on the advice of his physician. The jury found that death was due to misadventure.

* * * *

An interesting comparison of the position of the chemical industry in Great Britain with that of Germany, was given by the President of the Conference of the Association of Teachers in Technical Institutions which met at Southport. The speaker remarked that although Great Britain in 1907 was employing a relatively high percentage of salaried persons in the chemical industries, a large proportion of whom would be technical chemists, when they enquired into the type of chemist employed they found a remarkable difference from the practice adopted in Germany. In England the work of technical chemists is almost entirely of a more or less routine character, whereas the astounding number of research chemists employed forms a distinguishing feature of the German Chemical industry. The following contrast of the Chemical trades of England and Germany showed the valuable results accruing from the German method :—In 1907, the gross value of the output of the chemical trade in the United Kingdom was 23½ millions sterling, and of this amount a little over one-third of a million represents the total value of the coal-tar dye output. Germany, in 1909, produced analine colors alone equal to 15 millions sterling in value, approximately two-thirds of the whole of our chemical trade. The imports of coal-tar dyes into England in 1909 increased by 16 per cent., and in 1910 by 10 per cent. The irony of the whole situation is that we celebrated, a few years ago, the jubilee of Perkins' epoch-making discovery of the first aniline dyestuff. The speaker also described how Germany had captured the indigo market by the production of artificial indigo, and said that this is now being followed up by the production of vat dyes, many of which are products derived from artificial indigo. In these developments our color manufacturers are again allowing German firms to forge ahead. While there is nothing new in these statements, they show that those engaged as technical instructors are quite alive to the necessity of co-operation in endeavoring to make British manufacturers understand and appreciate the importance of the chemical industry.

INCENSE.

Incense is the resinous gum that exudes from a tree found in British Somaliland from near Berbera to Cape Guardafui. Some incense comes from a region adjoining Muskat, near the Arabian coast. Inferior incense is found in India, but the best and greatest quantity comes from British Somaliland.



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ONTARIO COLLEGE OF PHARMACY.

SEMI-ANNUAL MEETING.



The Council of the Ontario College of Pharmacy opened its semi-annual meeting in the board room of the College on Gerrard Street, Toronto, at 2.30 p.m., Monday, June 5th.

President J. Hargreaves was in the chair, and the following were present :

Messrs. J. H. Jury, J. F. Taylor, C. Watters, B. Griffin, C. Adams, A. Stewart, A. P. Johnston, E. W. Case, E. R. Wigle, J. F. Roberts and Vice-President Harrison.

Mr. Hargreaves, in a brief speech, welcomed the members of the Council, following which a letter of regret was read from Mr. W. A. Karn stating that his continued illness would prevent him from attending the meeting.

The minutes of the December meeting were read and adopted with the following addition :

Ten Division, page 12, Sudbury, Kenora and Manitoulin, (omitted from printed copy).

Moved by H. Watters, seconded by J. H. Johnston : That this Council deplores the continued disability of our esteemed associate, Mr. W. A. Karn, and tenders its earnest sympathy to him, expressing the hope that he may speedily be restored to health. Carried unanimously.

Communications were then read and referred to committees, and subsequently, President Hargreaves addressed the members. Prefacing his remarks with a touching allusion to the absence of Mr. W. A. Karn, the speaker called attention to the fact that the financial situation of the College was in a very flourishing condition. He stated that the consolidation of the Pharmacy Act and the Amendment to the Liquor Act were important questions, both of which would be submitted for the consideration of the members. Another feature which called for special attention was an Act which had recently been introduced into the Federal Parliament. This, he said, demanded vigilance and watchfulness, and it was with pleasure that he had delegated a member of the Council, resident in Ottawa, to devote himself and his talents in an endeavor to protect the proper interests of the College.

Mr. Hargreaves called attention to the fact that the twenty-fifth anniversary would be celebrated this year, and that in accordance with instructions, a special edition of the Annual Announcement had been arranged through the efforts of Dean Heebner and Registrar Graham. He suggested that to specially commemorate the year, an annual silver medal of the value of $25 should be presented to the students of the College for the best Herbarium of Canadian plants. Mr. Hargreaves thought that the members of the College should be supplied at the earliest date with full and complete information pertaining to all changes occurring in the Pharmacy Act and the License Act of Ontario, and also the regulations contained in the Act adopted by the Dominion Parliament dealing specifically with the sales of cocaine and morphine. The president then alluded to the prevalence of the cut-rate system, which he arraigned in scathing tones.

"Those which have prevailed in some parts of Canada," he said, "for the past few years, are decidedly not elevating. Such practices or methods are not scientific, expert or righteous, but strictly evil. They must have been conceived in iniquity, and not born in righteousness, and must, like all evil, both die and pay the wages of evil. The spark of vitality may appear brilliant for a time, but through the lack of genuineness, honor and justice, it must flicker and die. It cannot live on."

In closing, he expressed the opinion that the question required earnest consideration at both the Provincial meetings and the forthcoming C. P. A. convention in Montreal.

Following the reading of a communication from the Provincial Attorney-General, acknowledging receipt of the minutes relating to the sale of cocaine, the Council adjourned until ten o'clock the following morning.

TUESDAY, 6th.

No business was transacted at the morning session, the Council adjourning till 2.30 in the afternoon. At the latter meeting Mr. Taylor presented report No. One of the executive and finance committee. It contained among others the following recommendations :

The account of $514.00 of the C.P.A. should be paid ; that Mr. J. A. Wylie's fees, who was burned out in April last, should be returned to him. The committee, however, reported against Mr. J. A. Brownlee's application for a refund of his fees.

On motion of Mr. Taylor, seconded by Mr. Griffin, the report was adopted.

Mr. Isaac Curry, of Toronto, was introduced to the Council, and on motion was heard in reference to the establishment of an employment bureau in connection with the College, to be supervized by the Registrar. The matter was referred to a committee.

In the report presented by the Educational

committee, approval was expressed of the suggestion that the C. P. A. should be requested to promote the establishment of a Dominion Board of Pharmacy, with power to grant certificates of registration covering the whole Dominion, based on registration by the Provincial Boards. The Committee thought, however, that as considerable time must elapse before this could be brought about, and also as the Provinces now possessed the power to reciprocate in registration, that the Pharmaceutical Association of Manitoba should be urged to accept the policy of the O.C.P. for inter-provincial registration. Further, the committee hoped that the former body would give effect to its desire for reciprocity in diplomas by accepting graduates of the O. C. P. and it recommended that the latter college should also express its willingness to adopt this principle in dealing with graduates from Manitoba and all other provinces.

On motion of Mr. Stewart, seconded by Mr. Watters, the report was adopted.

Report No. 1 of the Committee on By-Laws and Legislation was then taken up. The chief feature was the reference to the special meeting which was held on April 3 to consider the request of Messrs. Hawkins, Ltd., and of Hennessey Drug Stores, Ltd., for refund of fees paid to the College. The committee which then consisted of Messrs. Roberts, Johnston, Stewart, Hargreaves, Case and Jury, made the following report :

That with regard to the request of the above companies for a rebate of fees claimed to have been charged in excess, by the Registrar, the committee have taken the advice of the solicitor of the College, in this matter, and as a result, hereby authorize the Registrar to inform the Hennessey Drug Stores, Ltd., and Hawkins, Ltd. that the Council cannot accede to their request.

This finding was upheld by the Council, and on motion of Mr. Roberts, seconded by Mr. Johnston, the report was adopted in its entirety.

The special committee appointed to deal with the request of Mr. Curry regarding the establishment of an employment bureau, thought that more time for consideration should be given before acting in the matter. This view was concurred in by the meeting. The Council then adjourned until 10 o'clock in Wednesday morning.

WEDNESDAY, JUNE 7th.

Considerable discussion took place at the morning session on the wording of by-law No. 4 as presented by the committee on By Laws and Legislation. The Council went into committee of the whole. Mr. Griffin being in the chair, and eventually it was decided that the whole of Section 20 should be struck out and the following substituted :

"There shall be payable to the Registrar for the uses of the College on the first of May annually, an annual fee of $4 by every person registered and carrying on business as a Pharmaceutical Chemist, and by every registered director and registered manager of an incorporated company carrying on the business of a Pharmaceutical chemist, and if such person or incorporated company carries on business in more than one shop, each such person and his registered manager, and each registered director and registered manager of such incorporated company shall pay a further sum of $4 for each additional place of business carried on. In the event of this annual fee being paid on or before the 1st of May in each year in advance, the Registrar shall accept the sum of $2 in full payment of same."

After the report of the speech committee on the President's address had been received and adopted, the Council adjourned until the afternoon.

At the commencement of the afternoon session Mr. Graham made the interesting announcement that Mr. Isaac Curry had arranged for an auto ride to take place on the following afternoon. The invitation met with cordial appreciation from the members present.

Owing to no reports being ready, council adjourned until half-past ten on Thursday morning.

THURSDAY, JUNE 8th.

The first business taken up at the meeting of Council was the report of the Infringement Committee.

In it, the members regretted that some bitterness had been occasioned among several of the druggists of Toronto owing to the three or four prosecutions for the sale of Bi-chloride tablets. Prosecution, however, had only been resorted to after many complaints had been made to the Registrar. While, no doubt there were many other offenders besides those proceeded against, and that therefore it seemed that these men fined were bearing the brunt, yet the committee could not see its way clear to recommend that any of the fines should be refunded.

During the past six months fines had been collected to a total amount of $265.38, while expenses in connection with prosecutions, etc., amounted to $227.90, leaving a credit balance of $37.40.

In conclusion, the committee imparted the welcome intelligence that the sales of cocaine and morphine were on the decline.

On motion of Mr. Stewart, seconded by Mr. Griffin, the report was adopted.

Among the recommendations of Report No. 2, of the Educational Committee was that the offer of Messrs. E. R. Squires & Sons to place a specimen cabinet of their chemical products in the College for the use of the teaching department should be accepted, and suitable thanks returned to the donors.

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93 HENRY ST. Established 1836 BROOKLYN, N.Y.
"The Pioneer American Capsule House."

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New Brunswick, N. J.



—MANUFACTURERS OF—

Sprinkler Tops,
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All kinds of cast metal goods.

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

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In Half Ton Drums
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"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
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Toronto.



Daisy Fly Killer

Placed anywhere attracts and kills all flies. Neat, clean, ornamental, convenient, cheap. Lasts all season. Made of metal, cannot spill or tip over, will not spoil or injure anything. Guaranteed Effective.

THE Daisy Fly Killer is a tightly sealed ornamental metal box provided with five holes, into which are secured felt wicks, and contains a fly-killing material. When filled with water and the cork replaced, and is thoroughly shaken (keeping it level), the fly-killing material inside mixes with the water and is absorbed through the wicks, which become moist and sweet from the inside contents, the flies being attracted by the moisture and sweetness in the wicks, get a taste of it and will soon die. The fly-killing material inside is sufficient to last through the season, for when the water evaporates there is enough of the fly-killing material inside to stand many fillings with water and prove effectual as a fly-killer. After several fillings, it is better to sweeten the water with a teaspoonful of sugar before putting it in the Daisy.

Orders filled by All Wholesale Druggists

HAROLD SOMERS, Mfr. 750 De Kalb Avenue Brooklyn, New York

Dean Heebner's report showed that in the November examinations, 80 candidates presented themselves for the work of the senior session. Of this number, 74 were successful, three received stars, and three failed. All candidates who made 80 per cent. or more of the total marks were granted first-class honors; those receiving 75 to 80 per cent., second-class honors, while those who received 50 per cent. or more, with not less than 40 per cent. in each subject, were given a pass. During the term the class was addressed by President Hargreaves on vital matters essential to the successful career of the exponents of the calling of pharmacy.

On motion of Messrs. Stewart, seconded by Mr. Harrison, the report was adopted.

The Registrar Treasurer presented his report as follows:

REGISTRAR-TREASURER'S REPORT.

To the President and Council of the
Ontario College of Pharmacy:

Gentlemen—I beg to submit the semi-annual report of the finances of the College for the past six months, ending May 27, 1911.

Nine physicians have taken out registration, viz.: L. B. Williams, Toronto; J. Brown, Forrester's Falls; T. J. Reid, Merlin; C.N. Mooney, Toronto; J. B. Oliver, Newcastle; G.W. Smith, North Bay; Wm. Gillespie, Baden; D. McEwen, Maxville, and Alex. Murdock, Rainy River.

The number of renewals issued since the 26th of November last is as follows:

1910	36 at $2.00	$ 72.00	
1910	10 at 4.00	40.00	
			$112.00
1911	1,166 at $2.00	2,332.00	
1911	35 at 4.00	140.00	
			2,472.00
			$2,584.00
Less refund, E. E. Jessop, ordered by Council		$4.00	
Less refund on six full remittances		12.00	
			16.00
			$2,568.00

I beg to submit the following statement of Receipts and Disbursements for the last six months, ending May 27, 1911, viz.:

RECEIPTS.

Cash on hand (last audit)	$	1.77
Balance Bank of Commerce (General Account)		1033.82
		$1035.59
Apprentice Registration fees		33.00
Sale of Microscopes		26.00
Deposit Fees, from Students S.C. 1911		120.00
Examination Fees		910.00
Infringement, Fines (Registrar) $110.00		
Infringement, Fines (J.B. Grant) 155.38		
		265.38
Lecture Fees, S.C. 1911		7359.00
Liquor Sales Registers		17.54
McGill Street Property, rents		1.38.20
Entrance Fees, J.C. 1911		10.00
Poison Sales Registers		31.50
Certificates for File		10.00
Reciprocal Registration Fees		75.00
New Diplomas		13.00
Druggists' License Fees		2284.00
Interest, Bank (General Acct.) $11.39		
Interest, Bank (Savings Acct.) 88.07		
Interest, Central Canada L. & S. Co. debenture	35.50	
Interest, Canada Permanent Mortgage Corp., debenture	43.50	
Discount on Payment of Accounts	9.60	
		188.06
M. D. Registration Fees		36.00
Canadian Formulary (sale of)		50.10
		$12,511.07
Total Receipts		$13,576 66

DISBURSEMENTS.

Salaries		$7182 10
Infringement, Chairman expenses re Windsor	8.50	
Infringement, Purchase of Poison	.20	
Infringement, Telephone and Telegrams	5.60	
Infringement, Salary and Expenses J. B. Grant	188.60	
Infringement, J. Aglarest, Moiety re Omer Johnston, Thorold	25.00	
		227.90
Repairs to Building	$76.18	
Repairs to Heating Apparatus	26.45	
Car Tickets	7.00	
Stationery and Office Supplies	15.25	
Janitor's Supplies	10.55	
Bank Exchange	1.60	
Printing	39.25	
Rent of Telephone	31.00	
Subscription, Ontario Gazette	8.00	
Rochester Germicide Co.	11.25	
Grant to Student's Banquet	25.00	
		251.53
Auditor's Fees		10.00
Dean's Cabinet		9.38
Gas and Electric Light		92.62
Insurance Premium		4.75
F. S. Mearns, Solicitor, Retainer		300.00
Library Books and Furniture		182.11
Council Meeting, Council Fees and Expenses	$426.10	
Council Meeting, Advertising	19.25	
Council Meeting, Telephone and Telegrams	6.65	
Council Meeting, Stationery	1.75	
Council Meeting, Publishing Minutes	78.10	
		531.85
Postage		75.00
Sundries		122.51
Deposit Fees, refund to W.K. Buckles		40
Examinations, Examiners' Fees and Mileage	$558.00	
Examinations, Sundry	21.02	
Examinations, Practical and Sta Theory	29.55	
Examinations, Express	1.40	
Examinations, Monitors	58.00	
Examinations, Rent of Hall		

Expenses	72.25	
		741.42
Lecture, Fees, Monitors Jr. Examinations	$66.00	
Lecture Fees, Printing and Stationery	19.40	
Lecture Fees, Announcement, 1911-1912	2.00	
		87.40
McGill St. Property, Insurance	$18.00	
McGill St. Property, Repairs	127.92	
McGill St. Property, Water Rates	8.80	
		154.72
Druggists' License Fees, Refunds		16.00
Interest on Bank Overdraft		1.95
Canadian Formulary, Typewriting		5.00
By-Laws and Legislation, Committee Fees and Mileage		202.39
By-Laws and Legislation, Telephone		1.00
Promotion Canadian Pharmaceu. Asso., Delegates to Halifax:		
Mr. H. Watters	$50.00	
Mr. John Hargreaves	50.00	
		100.00
Water Account, City Treasurer		30.90
Savings Account, Interest		167.07
		1104248
Cash Balance		16.51
On Deposit in Bank of Commerce, (General Account)		2517 67
		2534.18
		$13,576 66

Audited and found correct:
J. H. MACKENZIE, W. B. GRAHAM,
JAMES WATT, Registrar-Treas
Toronto, June 2nd, 1911.
Auditors

Toronto, June 2nd, 1911

AUDITOR'S REPORT.

Gentlemen,—We beg to report that we have examined the books and vouchers of the Registrar-Treasurer and found them correct.

J. H. MACKENZIE,
JAMES WATT.
Toronto, June 2nd, 1911. Auditors.

STATEMENT OF ASSETS AND LIABILITIES OF THE ONTARIO COLLEGE OF PHARMACY.

ASSETS.

To May 27th, 1911.

College Lot	$ 5,000.00
College Building	33,529.31
McGill Street Property	6,564.26
Furniture	4,213.91
Apparatus	8,209.84
Supplies (Chemicals, etc.)	793.26
Liquor Sales Registers	116.00
Poison Sales Registers	57.90
Canadian Formulary	86.32
Accounts Outstanding	87.38
Rents	13.20
License Renewal Fees Outstanding (estimated)	196.00
Bank Interest, General Account (estimated)	33.11
Bank Interest, Savings Account (estimated)	11.92
Cash Balance	16.51
Bank Balance, General Account	2,517.67
Bank Balance, Savings Account	2,843.61
Central Canada Loan & Savings Co. (deben.)	3,000.00
Canada Permanent Mortgage Corp., (deben.)	2,000.00
	$69,320.26

LIABILITIES

Salaries	$316.47
Accounts Outstanding	36.75
Deposit Fees to be Refunded	388.07
Balance	68,596.97
	$69,320.26

Audited and found correct:
Auditors.
J. H. MACKENZIE, W.B. GRAHAM,
JAMES WATT, Register-Treas.

The Finance Committee recommended that the Registrar's report and the Auditor's report should be adopted in the minutes of the meeting. It also recommended that the sum of $100 should be expended on the purchase of athletic equipment. Mr. Taylor's motion that the report be adopted was put to the meeting and carried. The meeting then adjourned until 2.30 p.m., and on assembling at that time it was decided to adjourn until ten o'clock the following morning.

FRIDAY, JUNE 9th.

In their report presented to the Council, the Committee on Research, stated that many druggists had availed themselves of the opportunity to secure the advantages presented by the use of the Canadian Formulary, and in consequence had reaped much pecuniary gain. The committee reported, however, that a much larger number had not manifested the interest in this work that its importance merited, and so were depriving themselves of a fruitful source of profits as well as a valuable professional and educational experience. The committee deemed it advisable to again announce for the benefit of druggists of the Province that they could procure a copy of the Formulary without charge from the Registrar-Treasurer, on application, and that where extra copies were decided for distribution, they might be had in single copies at 50 cents each. With the stronger binding the price was 75 cents, or 50 cents in lots of 10 or over. The committee voiced their appreciation for the many excellent formulas furnished by Mr. F. W. Flett. In conclusion, the committee submitted additional tried formulas for combination of drugs of marked interest in various portions of the Dominion.

On motion of Mr. Jury, seconded by Mr. Watters, the report of the Research Committee was adopted.

The Educational Committee's recommendation that the teaching staff of the College be retained for one year, was adopted by the meeting.

Mr. Case then gave notice of motion that at the next meeting of Council he would move to have by-law No. 4 amended so that the annual renewal fee of the members of the College would be $3.00 instead of $2.00.

Lanoline Liebreich

Our label bearing the name of the famous Dr. Liebreich, together with our firm and our Crane brand, is the only guarantee for the genuine quality Liebreich. Beware therefore of any other Lanoline offered to you as substitute for Lanoline Liebreich. Lanoline Liebreich Dartring Brand is forbidden by verdict of the highest ccurt of February 17th, 1911. Do ask your Wholesaler for:

Lanoline Liebreich

Sole Owners and Vendors
Graab&Kranich
Berlin - Risedorf

Graab & Kranich
Established 1857
Manufacturers of
LANOLINE LIEBREICH

Adeps Lanae **Ceresine Wax**
Petroleum Jelly
White Mineral Oil

TOWER'S PATENT ROUND END

ANTISEPTIC TOOTHPICKS

Physicians and dentists recommend toothpicks as protection against dental decay. Our patent aromatic antiseptic picks are the best made. They preserve the teeth, sweeten the breath and increase the flow of saliva. Flavors are cinnamon, sassafras and peppermint. Full size box sent for 15c. postage and coupon below. We are the largest manufacturers of toothpicks in the country.

CUTTER TOWER CO., 164 Summer Street **Boston, Mass**

Correspondence invited with dealers, hotel m dentists and physicians.

We want dealers and agents everywhere. Agents are making from $3 to $10 a day.

CUTTER TOWER CO., 164 Summer St., Boston, Mass.
Enclosed find 15c. for which please send me one box of
300 Aromatic Antiseptic Toothpicks..... flavor.
My grocer's name is .....
My druggist's name is .....
Yours truly (Name) .....
(Address) .....

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LIQ. AMMON. FORT.

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Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
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3 DALHOUSIE STREET
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FOR PERMANENT AND TRANSIENT GUESTS

One block from Madison Square Garden

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Sample Rooms for Commercial Men
Table d'Hote Luncheon, 50c

CLUB BREAKFAST. **ALSO A LA CARTE**

Rooms with use of bath, - - $1.50 per day
Rooms with bath, $2, $2.50, $3, $4 per day

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SERVICE, OUR STRONG POINT.



GILLETT'S LYE
HAS MANY USES.

It makes soap. It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It's a fine disinfectant.

GILLETT'S CAUSTIC SODA.

GILLETT'S CREAM TARTAR.

Chemically Pure.

Should be sold by every druggist in Canada

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT. MONTREAL

Maple Buds
Cream Bars
Nut Milk Chocolate
Milk Chocolate Sticks
Chocolate Coffee Drops
Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited
TORONTO, CANADA

IDEAL

'CORONATION'

PERFUME

A Royal Bouquet Odor
Put Up in 9 Oz. Bottles
Send in your orders early

Sovereign Perfumes, Ltd.

Makers of Ideal Orchid Perfume

TORONTO

Mr. Watters proposed the following motion, which found a seconder in Mr. Johnston :

"That the grant to the C. P. A. be continued for another year, viz., not more than 50 cents per capita of membership, taking June 15 as basis."

Mr. Taylor called for the Yeas and Nays, which resulted as follows :

Yeas,—Roberts, Hargreaves, Watters, Wigle, Stewart, Griffin, Harrison, Johnston, Case.

Nays,—Taylor, Adams, Jury.

On motion of Mr. Watters, seconded by Mr. Johnston, Messrs. Harrison and Case were appointed as delegates of the O.C.P. to the annual convention of the C.P.A. at Montreal.

The following motion, moved by Mr. Watters, and seconded by Mr. Stewart, was carried unanimously :

"That a cordial vote of thanks be tendered to Messrs. Curry, Lee Tuthill and McIntyre, for courtesies extended to members of this council."

The Registrar then presented the enlarged photographs of the College Solicitor and himself for the new library, which by a unanimous vote were directed to be hung in the library.

President Hargreaves then reminded the members that as this was the last meeting of this Council, he wished to thank them all for the courteous treatment which had been extended to him during his tenure of office. On conclusion of his remarks, all rose and joined in the chorus of "He's a Jolly Good Fellow."

It was then moved by Mr. Johnston, seconded by Mr. Stewart, that this Council now stand adjourned until the 3rd Monday in November, 1911, or at the call of the President.

The meeting broke up with the singing of the National Anthem.

FUMIGATING PAPER.

Such a paper may be made as follows :

Mastic	11 Gm.
Bals. Peru	20 Gm.
Bals. Tolu	60 Gm.
Benzoin	170 Gm.
Alcohol	700 Gm.

Let stand for a week with frequent shaking, then filter, and add :

Oil Geranium	2 Gm.
Oil Cassia	2 Gm.
Oil Cloves	2 Gm.
Oil Lavender	10 Gm.
Oil Bergamot	20 Gm.

Paper of suitable kind is first impregnated with a solution of potassium nitrate, then dried, and afterward impregnated with the above solution and dried again.

OPPORTUNITIES FOR WOMEN IN PHARMACY.*

I have been requested by one of the pharmaceutical journals to investigate the opportunities for women in pharmacy, and I thought that perhaps the information I have obtained might be interesting to the members of the Pennsylvania Pharmaceutical Association and incidentally do some good to the cause. I therefore present it in as abbreviated a form as possible considering the amount of material obtained through the sending out of upwards of sixty letters.

That woman has become a factor in the industrial and commercial world is undeniable, notwithstanding the fact that there are many who still consider the place for her is in the home. It is not always from choice that she goes out to face the struggle for existence and the objectors seem to have overlooked the fact that in the majority of cases necessity is the power that drives.

One objection raised by men to the employment of women is that they will get married. Of course they will. That must be reckoned as one of the chances of business. Suppose she does stick to her work, and in the course of time her employer dies, or she grows old, as she surely will and she is compelled to give way to a younger woman, which is almost as inevitable ; what then ? Are the salaries paid to women so munificent that after she spends enough money to dress well (which is usually necessary in a position of any consequence), pays her board and other incidental expenses, she is able to save enough to keep her in her old age or even pay for her entrance into an old ladies' home ? If, in addition to her own expenses, she has others dependent upon her, as is often the case, the possibility of saving is more remote than ever. So why should she not marry if she can make herself and a man happy, and thereby increase his efficiency and his own work ? What man, including the employer who makes the plaint, would himself be so altruistic as to devote all the best years of his life refusing the chance of advancement, to a work which another may be trained to take up ?

Another complaint is that a girl never does as good work as a man because she always expects to get married some day and does not consider her work a permanency. This is not true of all girls, and it is not fair to condemn the class of wage earning women for the faults of a few. There are hundreds of girls, and I am acquainted with many of them, who do their work as conscientiously and as well as it could be done, who do their best, and take a pride in doing it. One trouble is that men employ incompetent help because it is cheaper, while if they would insist on having people around them who are well qual-

*Read before the Pennsylvania Pharmaceutical Association.

ified, and pay them accordingly, thus raising the standard, they would have less cause for complaint. The man who is not willing to pay a good girl what she is worth, saying that he can get any number of girls for $5, not so competent but who will do, is simply creating a demand for low grade and incompetent employees. It must be admitted that there are careless workers among women, but this applies equally to young men, and the latter ought to do better because they have generations of industrial and professional workers behind them, while women are comparatively new at the game.

Since women are compelled to work for a living, what occupation shall they take up? The field of choice for a woman is much larger now than in former years, and she is limited in it only by her capabilities or fitness. America is, I think, the one country where she has the greatest opportunities of engaging in work other than that of housekeeping. She may take up any trade, business or profession for which she has an aptitude and not lose the respect usually accorded to women in this country, so long as she conducts herself properly. There are some professions, of course, in which she is regarded as an intruder, but it is mainly because she is new. Time will remedy this and wear away the prejudice—if she makes good; always and only if she makes good.

Many educational institutions admit women on equal terms with men. Others, principally the universities, admit them to partial courses only. When she has finished her course of study and begins the practice of her profession or trade, she is at liberty to attend the meetings of the associations connected with them, and her presence is no longer looked upon as unusual. A more conservative spirit prevails in foreign countries. Both Cambridge and Oxford Universities have refused degrees to women, but the medical colleges of England are removing the barrier, and women may enter as students and graduate.

Among other occupations and professions, that of pharmacy has, in a measure, opened its doors to women, particularly in this country. They are admitted to membership in the pharmaceutical associations, and there is no question as to their right to all the privileges attendant on membership. In England, women pharmacists were not admitted to membership in the British Pharmaceutical Association, according to a recent journal, until about 1880 (although by the same authority they were not admitted to the American Pharmaceutical Association until about 1886) and the English Chemical Society is only now taking steps to render women eligible for membership.

In Switzerland women are allowed to practice pharmacy, but in Germany they are barred from the profession. In Cuba, Governor Magoon has been requested to debar women from government employment on the ground that it has a tendency to lower the status of women.

Nearly all pharmacy students work in a drug store while attending college, partly for the experience and partly to help defray their expenses. A young man, deciding to study pharmacy, if he is worth anything at all, can always find somebody to take him into his store and give him college privileges, while paying him a salary, even if it is a small one. Girls should be able to pursue the same course, but it is very much more difficult for her to do so, and sometimes almost impossible.

HINTS AND SUGGESTIONS FOR THE PRESCRIPTION COUNTER.*

E. Wm. I. Metzger, Brooklyn, N. Y.

We are all familiar with the adages "no two minds run in the same channel" and "necessity is the mother of invention." The working tools of our craft are numerous, but it is surprising how few of these some druggists are apparently able to get along with. To do good work one must have good tools and plenty of them. Among the necessary implements are a prescription balance and a counter balance, with a pair of ordinary scales for back room use; ten or a dozen graduates ranging in capacity from one pint or 500 Cc. down to a two drachm minim measure; a half dozen mortars of various sizes, No. 7 to No. 2 Wedgewood and a couple of glass or porcelain mortars for liquids; spatulas and glass rods, a dozen each, the spatulas of different lengths and degrees of stiffness to suit their use; glass rods of six and twelve inch lengths are satisfactory; funnels from one quart to two ounces in glass and copper, about ten; a graduated tile for pills and ointments, evaporating dishes, pipettes and droppers, spirit lamp, Bunsen burner, retort stand and a flask, pill roller and tablet machine. With the implements named any druggist should possess a sufficiently satisfactory assortment, with the uses of which we are all familiar.

It is not my intention to say much about the uses of the apparatus named, but I desire to point out additional tools and suggest ideas which may prove useful.

A cork screw needs no explanation, but a wire skewer, like butchers use in skewering roasts, etc., will be found helpful in getting out flat corks from wide mouth bottles without punching a hole entirely through the cork and thus endangering the contents of the bottle. A jack knife, a three cornered file and a couple of pair of scissors find varied uses.

Talcum powder cans with shaker tops make ex-

Read before the Brooklyn Pharmaceutical Society and published in the American Druggist.

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Surgical Dressings

APPLY TO

NEW CHARFORD MILLS, BIRMINGHAM.

Southall Bros. & Barclay, Ltd.
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WHOLESALE ONLY.

Agents for Canada—
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Manufacturers of
LINTS, ABSORBENT COTTONS & GAUZES at the MILLS, BIRMINGHAM and BROMSGROVE.



GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

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SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

5 p.c. trade discount
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as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of warm spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

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REDUCTION IN PRICE



Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ OZ	$ 5 35	5 Gross
1 "	6 25	5 "
2 "	7 50	3 "
3 "	9 90	2 "
3 "	12 75	2 "
4 "	15 00	2 "
6 "	20 00	1 "
8 "	27 00	1 "
16 "	39 50	1 "

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The Ohio Institute of Pharmacy, Columbus, Ohio

THE GREAT ENGLISH REMEDY

ALWAYS CURE — BLAIR'S GOUT PILLS — NE/ER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Safe, safe and effectual. Sold by all Chemists and Stores at 4/6 and 2/6 per box.

Canadian Agents: LYMANS Limited, Montreal

FLICO FLY CATCHER

Your customers know and appreciate that Flico is much cleaner than any fly paper.

Can be hung anywhere without fear of it falling on the carpets or coming in contact with other articles.

Price $2.40 per gross

Packed three dozen to the carton. - - Retails two coils for five cents.

Big Profits to the Trade

If you have not already done so, place your order now and so save disappointment, as last year we were oversold.

If you have not sold Flico before, write for free samples and state who your wholesaler is.

For Sale by All Wholesale Druggists

For Full Particulars Write Canadian Agents:—

MACLAREN IMPERIAL CHEESE COMPANY, LIMITED

Manufacturers and Importers Grocers' Specialties

TORONTO and MONTREAL

cellent containers for lycopodium, starch or flour for use in dusting pills or suppositories.

For weighing semisolids, such as balsam of Peru, ichthyol, etc., two can covers, from antiphlogistine or scale salt cans of equal weight make good scale pans to use instead of a sheet of powder paper, it being often difficult to avoid spilling and smearing with the use of paper.

One or more pieces of heavy glass can be used for ointment slabs, also for covering a prescription or book when open, to prevent spattering or the blowing away and losing of the paper or page to be consulted.

Suitable bottles for manufacturing, graduated to 250, 500, 1,000, 2,000, and 4,000 C. c. are convenient and useful, as they save graduates from excessive use. I have found Phillips' phosphomuriate of quinine, and the same firm's milk of magnesia bottles to be very useful for this purpose. Fairchild's essence of pepsin bottles are useful for quantities up to 2,000 Cc.

Making a good job of a lot of cachets is easy work with the aid of a couple of small wide mouth salt or extract bottles, the lips being wetted by a camel hair brush and water or a piece of well moistened blotting paper, and the bottle then pressed down on the cachet or konseal. A tin grater, such as is used for grating horseradish, will be found useful for grating hard castile soap; as well as cacao butter for suppository use.

Corrugated paper from packing cases is serviceable when put on the shelves where oil, glycerin or syrup bottles are kept.

The case of a can of castor oil or of glycerin with two holes cut in the side, where the hands may be inserted to lift the case, makes a good stool or stand and saves climbing upon chairs, which sometimes fall over as one gets off. A box with two sides taken off, braced, and pierced with sufficiently wide holes, makes a safe stand for funnels or a percolator, with slight chance of its falling over.

This about concludes the additional tools with the exception of a device made from the patent top of a magnesia bottle, which will securely hold one or two towels and not tear holes in them. In dispensing or manufacturing many little helps of this kind might be named.

For shelf bottles containing liquids like simple elixir, Stokes' expectorant, tincture of vanilla, etc., that are apt to crystallize and hold the stopper fast, smear the sides of the stopper with a small quantity of petrolatum. It being odorless, tasteless, and quite insoluble, petrolatum is harmless for this purpose and will obviate trouble from stoppers that are prone to adhere too tenaciously.

When making an ointment that is to contain mercurial salts, use a slab, and incorporate with the solid ingredient a few drops of almond or olive oil with a spatula to reduce any lumps to a perfectly smooth condition, and so insure a satisfactory finished product.

In the preparation of suppositories it is sometimes difficult to get a good mass of the right consistence. The trouble can be overcome by the use of a small quantity of hydrous wool fat. Wool fat is also a good excipient for pills that are intended to pass unchanged from the stomach into the intestines. Again in ointments, where ichthyol is used with lanolin I find that a small quantity of petrolatum will give good results.

Capsules are largely used at present, yet I have wondered many times why it is that in making them up one so seldom sees the empty capsules counted out first, after having determined what size to use. If the empty capsules are first selected and counted the liability to soil those in the container by contact with powder or other matter on the fingers is obviated, to say nothing of the necessity of counting the capsules two or three times.

How easy it is to mark upon the prescription the size of the capsule, kind of paper used and manufacturer's name, as well as to indicate whether or not a salt was reduced to powder before dispensing! A note of this kind tells what was done and saves a lot of explanation.

Numbering the Box.

We have all seen occasions when, with two or more prescriptions, there were boxes (pill or powder) of the same size required. It is a simple thing to inscribe the number of the prescription on the bottom of the box, either on the inside or the outside, and so insure the use of the right cover for the container. Numbering the back of an ordinary label is sometimes serviceable when the front is entirely effaced. New labels should be used on renewals.

When more than one prescription is presented, and one is for a liniment, I find quarter-pound fluidextract bottles very convenient for use. They are usually of amber colored glass and of a different shape from the bottles in general use by pharmacists for prescription work. On this account they are distinctive, and it is impossible for them to be taken for an internal medicine container.

Corks are an expensive item, and when about to fill a bottle with a liquid it is well to first take the bottle, fit a dry cork to it and so insure the use of only one cork and avoid soiled corks being put back into the drawer with the clean ones.

Daily Records of Prescriptions.

Keeping a daily record of prescription work is an excellent plan to follow. Some use a book,

but I prefer the use of a pad tacked upon the prescription desk. The individual sheets are preserved and are often usually useful in looking up prescriptions that have been lost or destroyed and which the customer may wish renewed. The prescription finished, wrap it up in keeping with the skill required to prepare it. Use paper of proper size and color, preferably white.

Lastly, when the prescriptions are put away for preservation, a book or a filing system should be used to preserve them indexed.

THE ADRENALIN PATENTS VALID.

The United States Circuit Court So Decides.

When the physiological and therapeutic value of the suprarenal gland had become fully established, several prominent chemists, believing its valuable properties to be due to an active principle, studied strenuously to isolate it. Two at least came very near success. It remained for Dr. Jokichi Takamine, however, to achieve the sought-for result, and he secured basic patents covering the substance, its salts and solutions, simultaneously publishing his methods. Other investigators afterwards claimed to have isolated the active principle, and there appeared on the market, in addition to Adrenalin, similar preparations under other names.

It became a much-mooted question whether or not Takamine was entitled to priority, and whether the patents were valid. Parke, Davis & Co. purchased the Doctor's rights in consideration of a royalty, under agreement that payment of the royalty should cease if the patents were invalidated. To determine the question of the validity of the patents two suits were brought against the H. K. Mulford Company in 1905, involving these questions: First, Are Adrin and Adrin Solution infringements of the patents covering Adrenalin and Adrenalin Solution, respectively? Second, if so, are these patents valid? Upward of five years was consumed in taking expert testimony respecting the history of the discovery, etc., and the hearing was not heard until February 3, 1911, when the matter was submitted on argument, the records and briefs covering over a thousand closely printed pages.

Saturday, April 29, Judge Hand, of the United States Circuit Court for the Southern District of New York, handed down an elaborate opinion answering both questions affirmatively. The effect of this opinion is that other substances, similar to Adrenalin, and called by other names, are infringements of the Takamine patents.

Concluding, Judge Hand says:

"Whatever confusion the intricacy of the subject matter causes, one fact stands out which no one ought fairly to forget. Before Takamine's discovery the best experts were trying to get a practicable form of the active principle. The use of the gland were so great that it became a part of the [illegible] therapeutics in the best form which was accessible. As soon as Takamine put out his discovery, other forms practically disappeared; by that I do not mean absolutely, but that the enormous proportion of use now is of Takamine's products. There has been no successful dispute as to that; hardly, indeed, any dispute at all. What use remains is, so far as the evidence shows, of the old dried glands, which everyone concedes to have been dangerous, at least for intravenous use. All this ought to count greatly for the validity of the patent, and Takamine has a great start, so to speak, from such facts. * * * He has been author of a valuable invention, and has succeeded where the most expert have failed."

The litigation has been conducted in the most friendly spirit between the two great houses concerned. Parke, Davis & Co. had nothing to lose, since, had the patents been declared invalid, they would not longer have been handicapped by the payment of royalty, but could have marketed upon equal terms with competition. As it is, under their arrangement with Takamine, they are entitled to the exclusive right to manufacture and sell the active principle of the suprarenal gland, its salts and solutions, during the life of the patents, after which the Doctor's processes, as well as his products, will become public juris.

No man should have a suit of clothes so loud that his other clothes can hear it talking.

PRACTICAL RECIPES.

Pasting Labels on Tin.

One of our subscribers wrote as follows regarding adhesives for sticking labels on tin, for which we have given several formulas within the past few months, says the National Druggist.

"The best thing in my experience, covering 30 years at least, is glucose, added to any kind of paste, say one tablespoonful to the pint of finished product. I use a great deal of common flour paste, to which is added the glucose in the above proportion, thinned with hot water. The philosophy of this method is that glucose, being intensely viscid and a non-dryer, or at least a very slow dryer, is, at the same time, possessed of the property of striking through grease and reaching the actual surface of the metal."

White Ink.

A white ink for writing on dark-colored cardboard is readily prepared by mixing equal parts of barium sulphate, sodium salicate and water, and adding a small amount of alcohol. If necessary the liquid may be diluted with water until it flows readily from the pen. The characters

A. H. WIRZ

WHITE METAL GOODS

913-915-917 Cherry Street

PHILADELPHIA, PA.



BOTTLE STOPPERS

Tin Spouts for Bug Poisons

Collapsible Tubes

METAL SYRINGES

Hand Pill Machines



Moulds for Suppositories

Collapsing Drinking Cups



Private Christmas Cards

Suitable for Everybody

"ART" Series

Have you yet decided to add the above line to your business?

Sample books shipped in August "Free of Cost."

Our Aim - "Quick Deliveries"

—Write for particulars to—

Lonsdale & Bartholomew, Limited

300 St. James St. Montreal, Que.

Stevens' July Specials

To introduce our

COLEBROOKE PREVENTATIVE PERSPIRATION POWDER

25c size, an invaluable remedy in profuse perspiration of hands, arm pits and feet.

Regular price, $1.50 doz.; July special $1.00 doz.

OLD ENGLISH RAZOR PASTE

(25c size), 1 doz. on Display Card, large boxes.

Regular price, $1.50 doz.; July special, $1.25 doz.

SHEN EIDERDOWN FACE POWDER

(20c size), in oval boxes. Regular $1.50 doz. July special, $1.00 doz. This is extra value. Only limited quantity to be sold at special price.

JAVA RIZ POWDER

Put up in large, round fancy box. Superior Imported Face Powder, (50c size).

Regular price, $3.00 doz.; July special, $2.40 doz.

The quality of above goods guaranteed. Order early. You will be satisfied.

The J. Stevens & Son Co.

LIMITED

145 Wellington Street West, TORONTO.

GO TO ENGLAND

—FOR THE—

CORONATION

If you wish

But don't neglect to leave behind a stock of Coronation Post Cards for your clerks to sell.

Gelatined Lithod Series (7 designs) $15.00 per 1000
Real Photo, glossy series, 25.00 "
Boy Scout Post Cards (6 Designs) 15.00 "
Every description of Post Card on import.
Canadian designs Xmas Cards (booklets)
Private Xmas Cards.

MENZIES & COMPANY, Limited

152-154 Pearl St. TORONTO, ONT.

CONVINCING PROOF

The satisfied Advertiser is the one who obtains results from his announcements.

THE CANADIAN DRUGGIST

Enjoys the enviable reputation of being a "business bringer" as the accompanying extracts from unsolicited letters show.

BRUCE & HUNT, Limited.

We take pleasure in testifying to the value of your journal as an advertising medium.

Although we have but one advertisement in the "Canadian Druggist" for only a short time, the returns have been very satisfactory.

We have received inquiries and important connections from the North-West Provinces to Newfoundland through the influence of your journal.

BARBER & ELLIS, Toronto.

We can trace to the advertising in your Magazine a greater number of inquiries than to any other trade paper. It is with a great deal of pleasure that we express the very satisfactory results that we secured through advertising in your Journal.

R. S. WILLIAMS & CO.

Unquestionably in our estimation the "Druggist" is one of the best Canadian Magazine advertising mediums, not only in regard to the quantity of results, but also to the high quality of these results.

These, we believe, will be sufficient evidence of the value of this Journal to anyone seeking to cultivate the business of the Chemists and Druggists of Canada.

We cover the entire field, viz., the druggists throughout all the Provinces of this Dominion.

THE CANADIAN DRUGGIST

6 Temperance Street

TORONTO - CANADA

Established 1889

formed with this ink stand out brilliantly against the dark background of the cardboard and are very stable. So says the Pharmazeutische Zentralhalle.

SHOW CARD INK.

Black.

Asphaltum	3 oz.
Venice Turpentine	1 oz.
Lampblack	4 dr.
Oil of Turpentine	8 oz.
Nigrosin	1 part.
Water	11 parts.
Glycerin	4 parts.

Red.

Rosaniline Acetate	2 parts.
Alcohol	1 part.
Water	10 parts.
Bordeaux Red	3 parts.
Alcohol	2 parts.
Water	20 parts.
Glycerin	1 part.

Violet and Blue.

Aniline Violet or Blue (2 R.B. to 3 B.)	1 oz.
Hot water	7 fl. oz.

Allow to cool and add :

Alcohol	4 fl. oz.
Glycerin	2 fl. dr.
Ether	5 drops.
Carbolic Acid	1 drop.

Marking Paint for Show Cards.

Lampblack	1 ounce.
Alcohol	2 ounces.
Gum arabic	1 ounce.
Water, enough to make	8 ounces.

Rub the lampblack with alcohol. Make a mucilage of the gum arabic with sufficient water. Mix the two lots and add water enough to make 8 ounces.

Cloth Signs for Out-Door Use.

To paint quick-drying cloth signs, prepare your paint as follows : Use only dry colors, the best grade. Grind your color in japan or furniture varnish about as thick as paste ; then thin with gasoline until it works freely under the brush and does not spread. Be careful not to get it too thin, or it will cause your paint to spread, thus preventing you from making a neat job. Cloth signs made as above will last for thirty days exposed to the weather ; but if you want them to stand for two or three months, use a little boiled oil in your color ; but where you have a sign to paint for a special sale that the party does not want to advertise for over thirty days, the boiled oil could be omitted. The kind of brush used should be a sign-writer's one-stroke brush, either ox hair or black sable, preferably the latter. You can get them from most any brush dealer at a very small cost, and they will last a long time if properly taken care of.

To Clean Polished Marble.

The following processes for cleaning marble are given in the Pharmazeutische Post. To remove grease spots, cover the latter with a thick mixture of magnesia of benzine, making the layer about three-eighths of an inch thick. When the benzine has evaporated (or after about an hour or two) remove the magnesia. Repeat the operation if necessary. For the removal of extract stains make a thick paste of talcum, white lead, lemon juice and oxalic, citric and tartaric acid thinned with a little alcohol. If this does not take out the stains, make a mixture of barium peroxide and dilute sulphuric acid. These substances must be mixed at a low temperature and an excess of acid must be avoided. The paste is applied in the same manner as the magnesia-benzine mixture, but, after its removal, it is necessary to repolish the stone.

A PASTE FOR REMOVING RUST.

Twenty parts olein, 2 parts tallow and 4 parts paraffin are melted together. Thirty parts powdered pumice stone are gradually added to the mass, which is stirred until cold.—Drog. Ztg.

GERMICIDES AND ANTISEPTICS.

Abstracted from special lectures at the New York College of Pharmacy, by William Dreyfus, Ph.D. "American Druggist."

There is no doubt that the judicious use of good chemical disinfectants is a great and valuable means of fighting and preventing disease, which is all the more appreciated when we are threatened by infection from foreign countries, whose sanitary standard is yet rather primitive, as was the case recently, with cholera and plague from Russia, Italy and China.

From recent remarks of Dr. Stiles, of the United States Public Health and Marine Hospital Service, the discoverer of the cause of hookworm disease, it would appear, however, that in public cleanliness and sanitation we are far behind some European countries. According to Dr. Stiles, 630,000 people die annually in this country from preventable diseases, and over 12 per cent. of the total death list ; namely, about 35,000 from typhoid fever, and about 150,000 from tuberculosis. Our typhoid death rate is about 16.5 per 100,000 inhabitants ; that of Germany 6.3, and that of Switzerland 1.8 per 100,000. This means that we Americans permit our country to be about seven times as dirty as Germany, and ten times as dirty as Switzerland. Each year we have over a million and a half cases of malaria and over 12,000 deaths from this disease ; 15,000 to 30,000 deaths from diphtheria, 6,000 from scarlet fever, and 10,000 from whooping cough. We have at least 3,000,000 cases of hookworm disease, but we do not know, as yet, the number of deaths, directly or indirectly traceable to this infection.

There is no reason why infectious diseases of all

kinds should not be entirely eliminated, but it can only be done when the entire population is supplied with knowledge and placed under conditions in which health is possible. At present it is indispensable that measures of precaution should be taken continually and habitually, to prevent any outbreak by conscientious observance of the laws of personal hygiene, by cleanliness of the home, cleanliness of the school, and cleanliness of public places, for the words cleanliness and disinfection can certainly be regarded as synonyms.

Scientifically, we discriminate between three kinds of preparations: The word "germicide" expresses the true function of what a disinfectant should be—a killer of germs. Whether it is employed as a curative or prophylactic agent, a true disinfectant will kill the various forms of microorganisms which may or may not be pathogenic and whose existence either in an active or a dormant state is not desired.

An antiseptic, on the other hand, prevents animal and vegetable substances from undergoing decomposition as long as it is in contact with the substance in question, or as long as its initial efficiency is lasting. An antiseptic, therefore, cannot be credited with any germicidal properties.

A substance which has the property of absorbing the unpleasant odors arising from decaying matter is called a deodorant. This may or may not be a disinfectant, although most disinfectants are deodorants.

By distinction we therefore mean that the power which the living organism possesses of infecting a healthy individual or animal has been destroyed. This is brought about in various ways:

1. By natural processes such as air, light, particularly sunlight, rain, natural filtration and desiccation.

2. By mechanical and physical means, such as artificial filtration, absorption and heat.

3. By chemical agents.

This comprises an exceptionally large group of products, and it is impossible in the space allotted to take them all up in detail.

I shall limit myself to a brief description of those that mostly interest the sanitarian, and endeavor to point out their most important chemical and bacteriological properties in order, in the absence of official guidance, to make the proper selection, when the question of disinfection is brought up.

While it is probably difficult to explain the manner in which disinfection is accomplished in many cases, still I think the subject is best approached from a purely chemical standpoint, representing, as it does, a monomolecular reaction, in which the bacteria take the place of one of the reacting substances, and the disinfectant represents the other reagent.

We can divide the chemical disinfectants generally used into five distinct classes:

(a)—Those that act as reducing agents.

To this group belong the various sulphites, sulphur dioxide and ferrous salts, such as copperas. All reducing disinfectants are open to the objections that they permit the reduced organic matters to be oxidized again by the air, and that they are in great part at first wasted by the free oxygen of the air and the water, and lose their strength by absorption of oxygen and do not act on anaerobic bacteria.

(b)—Those that act as oxidizing agents.

To this group belong chlorine, bromine, hypochlorites, chloride of lime, peroxides, permanganates, ozone, and various commercial preparations the efficiency of which depends on the amount of available chlorine or oxygen. The greatest objection to the type of this group is that they are very unstable, some rather expensive to use, some corrosive to tissue and metals. In contact with organic matters they spend themselves very readily, and a large excess has to be used before they can attack the bacteria proper; the cheaper ones are mostly employed for special work only, such as water purification or sewage treatment.

(c)—Those that act as absorbants and deodorants.

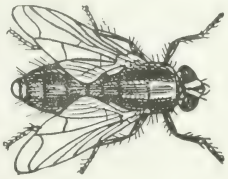
To this group belong sulphate of lime, or gypsum, slaked lime and quicklime, animal and vegetable charcoal, clay and infusorial earth. Many of the nonmetallic and metallic salts also act as deodorants by absorbing ammonum sulphide, ammonia, and sulphuretted hydrogen, decomposition products of organic matter undergoing decay.

(d)—Those that act by their toxic power and as precipitants of albuminous matter.

This group comprises most of the metallic salts, such as those of mercury, zinc, copper, arsenic, silver, etc. Very little new can be added to the chemistry of this group, and they are all very poisonous and dangerous in the hands of the unexperienced. It is well established to-day that the salts of metallic elements, with the exception of corrosive sublimate, have a very low germicidal efficiency. According to the theory of ionization, a salt when dissolved in water becomes more or less dissociated, and the amount of metallic ions is greater with the chloride salt, than with any other; this probably explains the higher efficiency over other but chloride salts.

(e)—Those that enter into chemical combination with albuminous matter and form new inert products that resist further decomposition by bacteria.

The most representative type in this class is formaldehyde gas, which is the ideal disinfectant for room fumigation, when properly used i.e.: in



About

$5,000

Will be spent in advertising

WILSON'S

FLY PADS

During the coming summer.

Boran Freckle Cream

(Made in Germany)

Positively Removes Freckles

These goods put up in handsome Counter Box of 1 Doz. Tubes to retail at 25c.

Will be an excellent seller and good profit.

Ask your Wholesaler to send you a Box.

SELLING AGENTS FOR CANADA:

John G. Harvey Limited

Toronto

A New Book **DRUGGISTS and DISPENSERS**

PRACTICAL SHOW CARD INSTRUCTOR

THIS book contains a thorough, progressive course of instruction for making all styles of show cards required by the **Up to Date Druggist and Soda Fountain Dispenser.** The alphabets and exercises for practice are presented in an easy and attractive form of graded lessons, fully illustrated in every detail. This book tells you how to get the best results, and then **shows** you how. You first read the way to do it and then see how it is done by the illustrations.



Everything is simple and easy to understand, showing how to begin, use of materials, and inexpensive methods for making an endless variety of high class show cards designed expressly for Drug Store and Soda Fountain use, and the same can be made at a fraction above the cost of common blank cardboard.

The book contains fifty full page lettering exercises and **new show card alphabet charts** that are up-to-the-minute with practical instruction. **Over 200 show card and price ticket illustrations** are reproduced from plain rapid work to artistic designs. Many are finished with colored and tinted ground designs in air brush effect, together with explicit instructions how to do the work in all branches in a neat and satisfactory manner.

This book will enable any Druggist or Dispenser to become an expert in show card publicity—the kind that attracts attention and increases business. The interior of every store and show window represents valuable advertising space of unlimited possibilities, and neat show cards are assistant clerks.

Page size of book 5 by 9 inches, 112 pages. ORDER NOW and get a copy of this new book. Price $1, postpaid direct from the Publishers.

Selling Agents:—THE CANADIAN DRUGGIST, Toronto, Canada.

its natural state. Of late years, however, it was found that in its aqueous solution it is far inferior to pure phenol, only possessing one-third of bactericidal efficiency of the latter.

A good many organic substances combine one or more qualities mentioned in the above grouping, and thereby form a special class by themselves; here we may mention the alkaloids, nicotine, and quinoline, benzoic acids, salicylic acid, thymol, menthol, camphors, terpenes, and other essential oils, the efficiency of all of which depends more or less on their specific phenolor aldehyde constituents.

A group of organic substances obtained in the destructive distillation of tar, and which constitute to-day the most important branch of disinfectants for all practical work, are products such as phenol, cresols, phenoloids, and a good many commercial preparations containing higher homologues, with or without hydrocarbon oils, forming with water clear solutions or emulsions. Their action is based either on precipitating albuminous matter or through toxity of their constituents, which is highest with phenol, and decreases as the hydrogen of the benzole ring is replaced by methyl or hydroxyl groups. The best of these commercial products are far superior in their bacteriological efficiency to pure phenol or cresols, some possessing sixteen to twenty times the efficiency of carbolic acid crystals, besides being less toxic and corrosive. They possess the great advantage over all other disinfectants that their emulsions have a thoroughly cleansing effect, removing dirt and grease, thereby acting, in addition to high power germicides, to all purposes and intent like a soap, and a colloidal chem poses and intent like a soap, and a colloidal chemistry plays a very important role in the manufacture of these products. The superior efficiency of these emulsifying disinfectants is best explained by the fact that the particles of the emulsion exhibit active Brownian movement, and that the bacteria, being steadily bombarded, practically become surrounded by the disinfectant in much greater concentration than exists throughout the liquid.

There is no royal road to business success except such as lies through the plains of industry and intelligence and over the rugged hills of honesty. Occasionally one seems to have grasped a gilded bauble which simulates the real thing, either by a lucky grab or by treachery; but his road is beset with bogs and pitfalls, with here and there a precipice down which he is liable to plunge headlong. All of which may sound a little old-fashioned and "preachy," and yet the reports of the criminal courts in the daily newspapers bear out the preachment.

DON'TS FOR SODA FOUNTAINS.*

Don't fail to be courteous at all times.

Don't serve any but clean tumblers.

Don't use too much syrup, it makes a sickening drink.

Don't handle the rims of tumblers with your fingers.

Don't put your hand inside of tumblers when removing them from the counter.

Don't use the same spoon to stir two different drinks.

Don't forget what your regular customers like they appreciate the attention.

Don't forget to have a clean coat and apron each day. Your trade is pleased by such niceties.

Don't break an egg in your shaker.

Don't serve a poor drink. Provide each one the best of its kind.

Don't forget that a satisfied customer is your best advertisement.

Don't let a customer go away feeling displeased; he will never come back.

Don't argue with a cranky customer—satisfy him.

Don't let the first impression you make be anything but a good one.

Don't hesitate to change a drink which is not appreciated.

Don't keep a customer waiting for a check.

Don't overflow the glass when drawing soda.

Don't have an excuse for being out of anything.

Don't serve the last drop in the syrup jar.

Don't try to wait on more than one customer at a time, and do it thoroughly.

Don't refuse anyone a drink of water—a water customer to-day, a soda customer to-morrow.

Don't put shaved ice in ice cream soda.

Don't shake soda water in a shaker.

Don't leave your white coat unbuttoned unless you have a white vest.

Don't leave counter while customers are drinking.

Don't converse with friends while customers are waiting.

Don't lean on the counter.

Don't fail to mix a pleasant word with the soda for the customers you know.

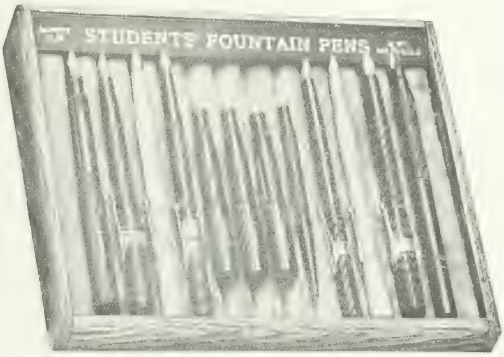
Don't leave soiled glasses on the counter.

Don't let empty bottles or litter of any kind accumulate about your fountain; a neat and clean sink is attractive.

Continued on page 464.

Special Fountain Pen Offer No. 1D

That will earn 100% profit for you



(Size of tray 7½ x 9)

ONE dozen assorted Fountain Pens, Chased and Plain, 14 Karat Gold Pens, some safety and others with safety clips; delivered ready to display in a handsome plush-lined tray. With each pen is included a box and glass filler. To retail from $1.00 to $2.50, earning a net profit of 100 per cent.

Price Complete while they last $9.00

Special Offer No. 2D

An elegant solid oak and glass show case, lined with plush, size 9 x 16, containing two dozen Fountain Pens, same as above.

Price Complete only a few left $18.00

Order Now

WARWICK BROS. & RUTTER, Limited
TORONTO

SHOW CASES a

Our Goods

We can make yours the Brightest and



Kent-McClain Limited

181-199 Carlaw Avenue - - Co

SHOP FITTINGS

ell Yours

Stand on the Busiest Side of the Street.



Toronto Show Case Co.)

of Queen St., East, TORONTO

PHARMACOPŒIAL OINTMENTS.

Unguentum Acidi Salicylici.—The official ointment has as its basis paraffin ointment. Where an extensive application of the ointment is required it is admirable. The nature of the action of salicylic acid, however, is such that generally its application is to be desired to be restricted to a definite area. For such purpose the official ointment spreads too much. An increased proportion of hard paraffin stiffens it, but when stiffened sufficiently to prevent spreading it tends to scale off. Hydrous wool fat appears to fulfil the requirements of a basis that adheres well and spreads little beyond the localised surface to which it is applied. The salicylic acid is directed to be "in powder." I would also suggest that it be put on the same footing as boric acid in boric acid ointment, and ordered to be "in very fine powder."

Unguentum Creosoti and Unguentum Eucalypti.—The direction to melt the hard and soft paraffin together, add the active constituent and stir till cold does not constitute a philosophic process. Their addition to a hot liquid produces considerable volatilisation especially when dispersal of the volatile material is assisted by constant stirring. The proportion of hard paraffin employed produces an ointment much too stiff for facility in use. The official paraffin ointment used instead of the basis specially ordered produces an ointment of a consistence which is appreciated in use. My suggestion in regard to these two ointments is that paraffin ointment should be substituted for the basis ordered and the use of heat discontinued.

Unguentum Hydrargyri Nitratis Dilutum.—This along with the stronger ointment, will probably be omitted from the next Pharmacopœia. They are only suited for veterinary practice.

Unguentum Hydrargyri Oxidi Flavi.—This has come largely into use, and seems to meet with the approval of prescribers. From time to time the suggestion has been made to prepare this ointment with the oxide newly precipitated and while yet in a moist state. After experimentation and consideration of the subject, I am not prepared to recommend any change. The condition of the oxide, as usually found in pharmaceutic circles, is such that it can be made into a perfectly smooth uniform ointment, with the particles of oxide extremely minute. There is, too, in the official formula a guarantee of accuracy of strength which may not exist in a process involving handling a moist precipitate. If the presence of moisture be deemed an advantage, a few drops used to rub down the oxide before admixture with the soft paraffin will meet the requirement efficiently.

Unguentum Hydrargyri Oxidi Rubri. The red mercuric oxide is directed to be "in very fine powder." When reduced to this condition it is no longer red. The official description is, therefore, somewhat of a misnomer. My suggestion is that yellow mercuric oxide should be substituted for the red, the same strength and basis retained, and the name changed to unguentum hydrargyri oxidi flavi forte.

Unguentum Plumbi Acetatis.—This ointment is improved by titrating the lead acetate with twice its weight of water previous to incorporation with the basis, an equal weight of which can be omitted in order to retain the same strength.

GILLETT COMPANY'S NEW PLANT.

It has been known for some little time among the trade that the fine modern plant owned and operated by E. W. Gillett Co., facing on King, Duncan and Pearl Streets in Toronto, which they moved into seven years ago, is now totally inadequate in size for the production of their goods in large enough quantities to meet the demand. This fine property was sold a few days ago to the old reliable W. R. Brock concern, who will utilize it for factory purposes.

The Gillett Co. are now dealing with plans for their new plant which will consist of five or six buildings, and will be erected on some railway, likely in either Toronto or Hamilton.

THE TEST OF A TONIC.

The field and function of a systemic tonic is generally understood and appreciated by both physician and patient. To stimulate, whip or goad the vital processes is not to "tone," but, on the contrary to ultimately depress. A real tonic is not a mere "pick-me-up," but some agent that adds genuine strength, force and vigor to the organism. The genuine tonic is a builder or reconstructor of both blood and tissue. Any agent which will increase the power of the blood to carry and distribute the life-giving oxygen is a tonic in the best and truest sense of the word. Iron in some form is an ideal tonic, as it builds up the vital red cells of the blood and the hemoglobin which is their essential oxygen-carrying element. Of all forms of iron, none is quite as generally acceptable and readily tolerable and assimilable as Pepto-Mangan (Gude). It creates appetite, tones up the absorbents, builds the blood, and thus is a real tonic and reconstructive of high order. It is especially desirable because of its freedom from irritant properties, and because it never causes a constipated habit.



The gum that is good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

PRECIOUS STONES: CHEMICAL AND PHYSICAL CHARACTERISTICS.*

The diamond is pure carbon, crystallised in the cubic system, and occurs as octohedra or rhombic dodecahedra. The facets of the natural crystals are usually slightly convex. Diamonds usually occur singly, but sometimes in groups of crystals. Though very brittle the diamond is the hardest substance known. The value of the diamond as a gem depends upon its high index of refraction, and on its dispersion. The diamond becomes phosphorescent on exposure to the rays of the sun, a property first noted by Boyle in 1663. X-rays pass through the stone, and it is rendered fluorescent by the emanations from radium. The specific gravity of the diamond is 3.5. When perfectly pure, diamonds are entirely devoid of color. Traces of coloring matter depreciate the value to a marked extent, but well developed colors, such as those in the "Hope Blue and the "Dresden Green" diamonds, materially enhance the values. Carbonada and bort are impure forms of diamonds, unsuitable for use as gems. These varieties are less brittle than the pure stone, and are used for making drilling and boring instruments, etc. The finest diamonds have been found in Northern India; those found in Brazil are, as a rule, lacking in brilliance, whilst South African diamonds usually possess a lemon-yellow tint.

The ruby is the most valuable of the precious stone, a large ruby being worth eight to ten times as much as a white diamond of the same number of carats. It is a variety of corundum or aluminum oxide, crystallised in the form of hexagonal prisms. The coloring matter is ferric oxide. The ruby is harder than any substance except the diamond. Its specific gravity is 4.0. It exhibits dichroicism, that is, the color of the ordinary ray differs from that of the extraordinary ray when the stone is viewed through a Nicholl's prism. The finest rubies are obtained from Burmah; there are also ruby mines in Siam, Ceylon, etc.

The sapphire has the same composition as the ruby, the blue color being due to the presence of ferrous oxide in place of the ferric oxide. In some parts of the world sapphires are known as blue rubies. There are sapphires of other colors than blue, and these are known as the Oriental topaz, amethyst, or emerald, according to their color. The green sapphire is reputed to be the rarest of all gems. The finest sapphires come from Siam.

Asterias, or star stones, are rubies or sapphires having a peculiar laminated structure of such a nature that, when cut, the light is reflected in the form of a six-rayed star.

The spinel, or spinel ruby, is composed of aluminate of magnesium with traces of the oxides of iron and chromium. It crystallises in regular octahedra, and in color varies considerably. The red spinel is often mistaken for a ruby, but it is not so hard, is not dichroic, and has a specific gravity of 3.6.

The ermerald is a silicate of aluminium and beryllium. It crystallises in hexagonal prisms, and is dichroic. There has been much discussion as to the nature of the coloring matter of this stone. At one time it was thought that it consisted of some organic substance allied to chlorophyll, but latterly it has been proved to be oxide of chromium. The specific gravity of the emerald is 2.7. The principal emerald mines are at Muzo, in New Grenada, and in India and Siberia.

The beryl, chrysoberyl, aquamarine, and cat's eye have the same composition as the emerald. The peculiar play of light which distinguishes the cat's-eye, and which is called chatoyancy, is due to minute internal striations. This variety is much harder and more compact than the beryl, etc., or the emerald. The specific gravity of the cat's-eye is 3.8. This stone must not be confounded with the quartz cat's-eye, a variety of agate much less valuable. The true or Oriental cat's-eye comes from Ceylon and India, from which places the chatoyant agage is also expected. The alexandrite is a peculiar and very rare variety of the chrysoberyl.

The opal is a hydrated form of silicon, oxide, containing from 10 to 12 per cent. of moisture. It is a colorless stone, the tints which it exhibits being due to diffraction. This is caused by the presence of miscroscopic fissures with striated walls. These decompose the light, producing the familiar iridescence. The opal is amorphous, very soft, and its specific gravity varies from 2.0 to 2.2. Opals are found in various parts of the world; at the present time, however, the stone is principally imported from Australia.

The turquoise is a hydrated phosphate of aluminium, with a little copper and iron. It contains about twenty per cent. of moisture. It is amorphous, and has a specific gravity of 2.75. The finest turquoise is that known as the "Old Rock". This has a pure blue color, which is permanent, and specimens of it are not [illegible]. Most turquoises turn green on exposure, and particularly in the presence of alkalies. The [illegible] is found at Khorassan, in Persia.

The [illegible] is allied to aluminium with fluorine. The specific value is rather low, though it may be [illegible] or any color. The specific gravity is 3, while in hardness it is midway between the sapphire and quartz. The true [illegible] is found in Brazil; it has also been found in Great Britain.

*Paper read before the American Pharmaceutical Association.

MR. DRUGGIST



Wait until you hear about the new WALPOLE HOT WATER BOTTLE before placing order for your winter requirements.

Experiments have been made improving the bottle we sold last year, slightly changing the color, for distinction, and guaranteeing for two years as before, without a caution. Old bottles, where not satisfactory, will be exchanged for this new bottle, free of expense.

Order through your jobber or write us direct.

WALPOLE RUBBER COMPANY, Limited

MONTREAL, P. Q.

New Canadian Branch

SPECIAL OFFER

Having opened complete laboratories and office in Windsor, I want to make the following special offer to Canadian retail druggists:

Offer Continued Until

September 1st

I will give as a bonus on my assorted order amounting to $12.00, two dollars' worth of preparations free; 100 samples of Kosmeo Cream, Kosmeo Powder and Bonalaxa; 50 of my 64-page books on the complexion and hair (describing all my preparations) and in addition will address letters to 100 of your best customers inviting them into your store for the samples and books.

Terms 5% for cash in 30 days, freight or express prepaid.

Kosmeo Cream	$4 20
Kosmeo Face Powder (white, flesh & brunette)	4 20
Hair Restorer (name changed to hair color)	8 40
Bonalaxa the bon bon laxative	2 10
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugenie Enamel (white or flesh)	8 40
Bath of Iris for the hands	4 20
Rose Bloom (liquid rouge, pink and crimson)	4 20
Stock Rouge for lips and cheeks	2 10
Capcine Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygienic Skin Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat Al	4 20
Bleaching Cream	6 30

ADDRESS

Mrs. Gervaise Graham

46 Ouillette Ave., Windsor Ont.

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

The garnet is silicate of aluminium with iron, chrominum, and maganese. It occurs widely distributed, generally with other precious stones, and has received a variety of names. The pyrope or Cape ruby occurs with the diamond in South Africa. The garnet when cut en cabochon is known as a carbuncle. It crystallises in the cubic system, is not dichroic, and in specific gravity it varies from 3.4 to 4.4.

The jacinth of hyacinth, often confounded with the garnet, is composed of silicate of zirconium.

The chrysalite, or peridot is silicate of magnesium, having a yellowish-green appearance, due to the presence of oxides of iron and nickel. Its specific gravity is 3.35.

The moonstone is a member of the felspar group of minerals, consisting of silicate of aluminium and potassium. It is colorless, possessing a soft lustrous opalescence. The sunstone is a similar mineral, golden-yellow in color, containing minute spangles or crystals of other metallic oxides. The specific gravity of these stones is about 2.6, whilst they are softer than quartz.

Silicon dioxide occurs in such a variety of forms, and many of these forms are so beautiful, that it has been used for ornamental purposes from very early times. In its crystalline colorless form it is known as rock crystal, Occidental diamond, pebble, etc. When colored by the presence of metallic oxides, it becomes amethyst, Occidental topaz, cairngorm, etc. A mixture of crystalline and colloidal silicon oxide with metallic oxides constitutes avanturine, Occidental cat's-eye crocidolite (tiger-eye), etc. Chalcedony is a pure white colloidal silica, carnelian a pale red, and sard a deep red. A deep green chalcedony with red spots is called bloodstone.

Onyx is black and white chalcedony in alternating layers, whilst sard-onyx is composed of alternating layers of red and white; chrysoprase is chalcedony colored green by the presence of nickel. Jasper is an aggregated amorphous form of silica, and is variously colored. Agates are composed of these different forms of silica, crystalline, colloidal, and amorphous, deposited in the cavities of rocks by the infiltration of siliceous solutions. In bunched agates the layers form bands across the stone; fortification agates have irregular lines encircling the stone; moss agates are so called because they possess dendritic markings due to accretions of various metallic oxides, and many other forms are given different names as they possess varying characteristics of banding, coloring, etc.

There are also many substances used as precious stones which are not mineral in the limited sense of the word. The principal one of these is the pearl. . Chemically the pearl is carbonate of calcium. It is formed as the result of injury or the introduction of some foreign substance on the inside of the shells of certain molluscs. It is composed of several layers, and frequently the value of a pearl has been considerably enhanced by the removal of the outer layer, when the latter has been discolored. The specific gravity of the pearl is approximately 2.6, and, of course, it is attacked by acids.

Umber is the fossilised resin of certain coniferous trees.

Jet is a very hard bituminous coal, though it is much softer than most minerals. Its use now is strictly limited.

Coral is formed by polyps, and the pale rose-pink colored is the most valuable. This substance, like jet, is not so largely used as it formerly was.

Odentilate, or fossil turquoise, consists of the fossilised remains of the bones and tusks of the now extinct mammoth, impregnated with phosphate of iron. It often passes as true turquoise, but can easily be distinguished microscopically, and by the fact that it emits a slight odor when heated.

Obsidian is volcanic glass, and consists of the more or less transparent silicates of aluminium, potassium, etc. It sometimes contains metallic oxides suspended or dissolved in it, and then receives various qualifying names.

THE DRUG TRADING CO.

The Drug Trading Co., Limited, of Toronto, recently held its annual meeting at the end of the sixth year of its existence. The meeting was certainly an enthusiastic one and satisfactory from every point of view. The Board and Manager were greatly pleased with the large attendance.

Since it inception each succeeding year has shown a splendid increase, both in volume of business and in profits, but the last two years, and more particularly the last one—the increase has been away beyond the expectations of the most optimistic. The D. T. Co. is a limited joint stock company engaged in the wholesale drug business; the stock is owned exclusively by retail druggists, of whom there are nearly 400 now holding stock. The wonder is that there are quite a number of druggists who should be but are not yet shareholders.

The shares last year were $130,000, more than the year previous. In the six years doing business the company have distributed among [illegible] shareholders $179,000 in dividend.

Kerosene quickly applied is an excellent remedy for burn and will prevent blisters arising. This is a Chinese remedy.

ABOUT SPONGES.

A circular issued by the firm of McKesson & Robbins of New York deals with the question of loaded sponges, in a way that is of interest to druggists, and it will well repay anyone to read. We all know that sponges as a rule do not figure very largely in profit column of druggist's line of goods, but they must be kept in stock and possibly care in purchasing them, as well as looking after them while in stock, will give somewhat satisfactory results. From this circular we take the following :

Does it pay to buy loaded sponges? We say most emphatically it does not. Loaded sponges are always much dearer, size for size, than clean sponges. This is very easily demonstrated. Take a given number of loaded sponges, and an equal number of the same sizes and kind of clean goods; figure what each lot costs, either per sponge or for the lot, then wet them up and compare prices. Loading is bad for the sponge and bad for the purchaser. The substances used for loading are hard to remove from the sponge and are very injurious to varnished or polished surfaces, sometimes doing irreparable injury. Another bad feature of loading is the uneven distribution of the loading. In a bale of loaded sponges the buyer will find sponges loaded scarcely 10 per cent. and others loaded more than 200 per cent. This makes it impossible to fix a selling price on broken lots, as one sponge may figure cheap when reckoned at the price per pound of the whole bale and on account of being but lightly loaded, while another sponge of equal size and texture, heavily loaded, will cost nearly three times as much and be really worth much less than the cleaner sponge. Needless to say, the heavily loaded sponges are generally scattered through the bale, and not put on the top row. As accurate evenness of loading is impossible to obtain, owing to the fact that some sponges take up more of the loading material than others, even when all are put through the same loading solutions the buyer of loaded sponges really cheats himself rather than his customers, as the consumer or retail purchaser, when buying by weight, naturally selects the lightest sponge of a given size, as they will cost him less. Even when sponges are weighed and tagged when purchased, it is but natural for the consumer to select the sponges which cost the least, if they will answer his purpose as well as the higher priced ones, thus leaving the heavily loaded sponges on the dealer's hands, to be eventually sold at loss.

The consumer, dicery, table keeper, manufacturer, etc., who buys a bale of loaded sponges deliberately cheats himself. The clean sponges are much more desirable, and sand, mud, litharge, glucose, silicate, etc., are certainly very expensive at $2.00 to $3.00 per pound, especially as they are of no practical use in the sponges.

A very recent method of "loading," especially in large sponges, eight inches or more in diameter, is to leave the animal matter, or "gurry" as it is called, in the sponges. In other words, not to properly clean them. A sponge thus treated will weigh from 25 to 50 per cent. more than it ought to weigh, and, of course, the price per pound being less than that of the properly cleaned sponges, the purchaser thinks he has a bargain, especially as he is assured that there is no loading in the sponges. This form of loading is really one of the very worst. It is practiced by the fishermen and encouraged by dishonest buyers. The result is not hard to guess. Decay soon sets in, rendering the sponge practically worthless so far as durability is concerned. When wet, a sponge in this condition feels soft, slimy and gummy, and instead of cleaning the object it is used on, leaves long, slimy streaks, like the track of some gigantic snail. Such a sponge is soon consigned to the ash barrel.

PETROX PREPARATIONS.*

By G. M. Berlinger, Ph.M. [illegible] M.B.P.A., and J. P. D.

Since the introduction of oleic acid and oleates to medical practice by Prof. John Marshall, of London, in 1873, much has been learned concerning the action and use and the proper forms for the application of such medications.

Following his effort, a number of valuable papers were contributed to the medical and pharmaceutical journals. In the main, these dealt with the chemistry, and were directed toward improving the methods of preparing the oleates of the alkali and metallic basis used in medicine, so as to obtain more permanent and definite chemical compounds of a character suitable for use in ointments or in some cases as dusting powders. Yet in these forms the remarkable penetration and absorbability possessed by oleic acid, that makes it so valuable as a carrier for many medications, were but very poorly exhibited and utilized.

True, the so called oleates of the alkaloids were simultaneously developed. These solutions of alkaloids in oleic acid contain a large excess of the solvent that is not needed for chemical reasons nor desirable for therapeutic activity. Very little attempt has been made to make this class of oleates satisfactory and pleasant, and the disagreeable rancidity of the oleic acid in such excess has no doubt deterred physicians from prescribing them, for [illegible] as well as our personal experience, show that, despite official recognition

[illegible]

"Long Live The King"

Though uncrowned, King C. Gillette's invention, the Gillette Razor, reigns to-day over an Empire even wider than that which acclaims His Most Excellent Majesty George the Fifth, by the Grace of God, of the United Kingdom of Great Britain and Ireland, and of all the British Dominions beyond the seas, King, Defender of the Faith, Emperor of India.

King Gillette's humble and most hearty thanks are extended to the five million men whose loyalty and allegiance have made such a magnificent success of the G. R., "The Razor of To-day."

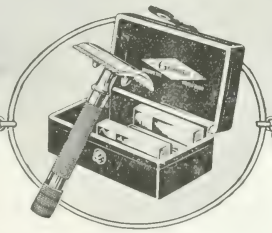
The princely motto, "Ich Dien" (I serve), could have no better exponent than the Gillette Razor. It rules supreme because it serves best every man who uses it.

The Gillette is the only razor adjustable for a light or close shave, a soft or wiry beard, a firm or tender skin. The three-minute Gillette shave, clean, cool and comfortable, is known and appreciated the world over.

The subjects of King C. Gillette enjoy a freedom from the annoying delays and constant expense of the barber shop, and from the discomforts of shaving at home with the old-style razor or a make-shift safety, which more than justifies their oath of allegiance.

Buy a GILLETTE and enjoy it.

At your Druggist's,
Jeweler's or
Hardware Dealer's.
Standard Sets $5.00
Pocket Editions $5.00 to $6.00
Combination Sets $6.50 up.



Gillette Safety Razor Co. of Canada, Limited
Office and Factory:
63 St. Alexander St., Montreal.
Factories also in Boston, Leicester, Berlin and Paris.

In our advertising, as in our inventing and manufacturing, we always try to be right up-to-the-minute.

The Coronation advertisement reproduced above, which appeared in Canadian papers on Coronation Day or the day previous, attracted a great deal of attention—attention of the kind that *wakes men to your store to buy*. It recalled, in its timeliness, the "GILLETTE ELECTED" advertisement which appeared the day following the last General Elections.

Are you so identifying your store with the GILLETTE that you reap the results of advertising like this?

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 63 St. Alexander St., Montreal.

POISON!

Arsenate OF Lead

The Popular Tree and Vine Spray

Put up in
1 lb. bottles, 2 lb. bottles
25 lb. pails

THE CANADA PAINT COMPANY
Limited

MONTREAL TORONTO WINNIPEG

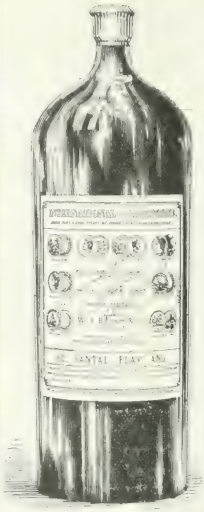
The Canada Paint Company's Arsenate of Lead is intended to eradicate destructive Leaf-eating Insects, Worms, Caterpillars, etc., which infest the Orchard and Garden.

This Insecticide, when sprayed upon the leaves, does not readily wash off, making its use extremely economical.

— ARSENATE of LEAD —

The Canada Paint Co'y, Limited
Makers of Paris Green

MONTREAL TORONTO WINNIPEG



FINEST
ESSENTIAL OILS
For Medicinal Purposes
GUARANTEED. B.P. 1898 TEST

BUSH-OTTOS
Perfume Ottos in Concentrated form, 1 per cent. solution makes finest perfumes.
Simply requires dilution.

OLEORESINS

FRUIT FLAVORS

FRUIT SYRUPS

Depot for
POTTER & MOORE'S
MITCHAM LAVENDER WATER

W. J. BUSH & Co
LIMITED
of London, England

490 ST. PAUL ST. MONTREAL
Toronto Winnipeg Vancouver

HORLICK'S MALTED MILK

is pure full cream milk, combined with the extract of malted grains, and is manufactured by HORLICK'S MALTED MILK COMPANY, at Racine, Wisconsin, with the scientific methods, apparatus and sanitary precautions, resulting from their experience of over a third of a century.

A delicious, nourishing Food-Drink that is distinctive and inimitable. Reliable—Uniform. Endorsed by the medical profession and the public for over 25 years.

Advertising material for Cold Soda Fountains, free and prepaid, upon request.

GILMOUR BROS. & CO.
Sole Agents for Canada

25 St. Peter St. Montreal, P.Q.

of a number of these oleates, their use is exceedingly rare.

Subsequent investigations proved that it is not necessary to use oleic acid in full strength as a vehicle for medication. It also developed that the absorbability of oleic acid was really increased when it was more or less saponified by ammonia. Further, that such an ammoniacal soap was miscible with fixed oils, notably paraffin oil, to produce a basic preparation which possessed most valuable properties as a medium promised extensive application. It forms an emulsion with water, and when in practice it is rubbed into the surface it penetrates the pores of the skin and emulsionizes with the moisture and secretions present in the tissues, and thus becomes even more rapidly absorbed and distributed than is pure oleic acid.

This basic preparation, which we call petrox, is an excellent solvent for many of the substances applicable externally as remedial agents in inflammations, congestions, rheumatic or other pains, skin affections, etc. Its solvent and penetrating properties certainly make it a most valuable vehicle and medium for topical applications.

Certain of the medicated forms, such as iodine, methyl salicylate, guaiacol, and creosote petrox preparations, have also been recommended for internal administration in gelatin capsules or in suspension in milk or wine or other diluent.

While the names of eminent specialists have been associated with the introduction and endorsement of many of the medicated forms of petrox, their extensive use is no doubt largely due to the commercial exploitations of certain pharmaceutical manufacturers. These manufacturers have commonly adopted proprietary titles for their products, and it is to be regretted that some should attempt to becloud the real composition and formula by the introduction of such vagaries and misleading statements in their literature as "an oxygenated hydrocarbon," "partly oxydized hydrocarbon," and that the "solid form," recommended as an ointment base, is an "inspissated form" of the liquid.

The British Pharmaceutical Codex and the Erganzungsbuch zum Deutschen Arzneibuch each contain a series of formulas for this class of preparations. The Erganzungsbuch uses as a title "vasolimentum" and the Codex "parogenum," and as English synonyms, parogen, vasoliment, and "oxygenated paraffin," thus perpetuating one of the vagaries of the proprietary medicine man's advertisement.

The present edition of the National Formulary contains only formulas for the two basic preparations "liquid petrox" and "solid petrox," but it is proposed to introduce in the forthcoming revision a full line of such formulas. This contribution to the subject is the result of an extensive series of experiments which we have carried out in order to determine proper formulas therefor. Most of the details of such experimentation and the failures are omitted, and only formulas tried and in our opinion satisfactory are here presented.

Neither the official titles nor the subtitles should be unwieldy, but should be euphonious, and to become popular should also lend themselves to the customary abbreviation of prescription writing. The present National Formulary Latin titles "Petrolatum saponatum liquidum" and "Petrolatum saponatum spissum" are too long and cannot be readily abbreviated, and these objections become more pronounced when added to a specific name, as in the compound preparations. Such names could never be popularized and would detract from the use and usefulness of the formulas.

The present National Formulary has adopted as popular English title, "Petrox," which precedes the British Codex title in publication, and is already to some extent established in practice and must be retained, at least as a popular title. It moreover lends itself easily to combined names for the compounds, and it can likewise be readily latinized into forms which are fairly euphonious.

This class of preparations is distinctly different from all other official classes and is of sufficient importance to warrant the adoption of a distinguishing title. This leads to the suggestion that we adopt in the revision of the National Formulary as the Latin title Petroxolinum and synonyms petroxolin and petrox. In order to demonstrate this point these terms and the compounds thereof are used throughout this paper.

Anyone who has worked with the oleates, knows how disagreeable and persistent is the odor of oleic acid. It is surprising that in this entire list of formulas as given in the Br. Ph. Codex and Erganzungsbuch and likewise as marketed by several manufacturers as proprietaries, there is no attempt to overcome this drawback to their use by the addition of a perfume. The addition of a small amount of oil of lavender largely overcomes this objection and makes a decided improvement in the preparations, and is an innovation that we should introduce. The compound preparations of this class are always listed as containing a definite percentage of the active medicament and for this reason as well as for the practicability of the work and to avoid the soiling of measures the formulas submitted are all constructed on a percentage basis and the ingredients are all weighed. This departure from our established rule of weighing solids and measuring liquids is, for reasons quite apparent, preferable in this class.

The National Formulary directs the use of

spirit of ammonia, and the Br. Ph. Codex ammoniated alcohol. 5 per cent. in one formulas and 10 per cent. in others. Spirit of Ammonia is so rarely called for, that it is kept in stock by comparatively few druggists, and even when in stock it is usually deteriorated and of uncertain strength. This led to experiments to determine if it could not in these formulas be replaced by ammonia water and alcohol. We found that this was feasible and have framed the formulas accordingly.

Another point that needs emphasis is that while the "liquid petrox" will answer as the base for some of the medications or compounds, it can not be used alone as the base for the preparation of many of the important formulas. Such preparations as iodine petrox 10 per cent. and iodoform petrox cannot be made by simple solution but the medicament must be incorporated by proper manipulation in the course of preparation. In others, the proportion of oleic acid or other ingredient must be somewhat modified to obtain perfect solution and a satisfactory product.

The methods of manipulation as directed in the formulas, are those that were found necessary, and it is quite important that these be carefully followed, as deviation or careless manipulation may spoil the product.

PETROXOLINUM LIQUIDUM.

Liquid Petroxolin.	Liquid Petrox.
Liquid petrolatum	Gm. 50.0
Oleic acid	Gm. 28.0
Oil of lavender flowers	Gm. 2.0
Stronger ammonia water	Gm. 5.0
Alcohol	Gm. 15.0

Mix the liquid petrolatum, oleic acid and oil of lavender flowers in a flask, then add the alcohol and finally the stronger ammonia water, and agitate thoroughly until clear, warming the mixture slightly, on a water bath if necessary.

Slight warming may be required in cold weather to promote the saponification.

A yellowish brown liquid, soluble in ether, chloroform, benzin and acetone; produces an emulsion on agitation with twice its volume of water.

The proportion of the ingredients in this formula does not vary very greatly from that in the present National Formulary formula. The product forms a permanent emulsion with water. The formula of the Br. Ph. Codex yields a preparation that will not even form a good temporary emulsion with water, but separates almost immediately.

PETROXOLINUM CHLOROFORMI CAMPHORATUM.

Camphorated Chloroform Petroxolin, Camphor and Chloroform Petrox.

Chloroform	Gm. 25.0
Camphor	Gm. 25.0
Liquid petroxolin	Gm. 50.0

Dissolve the camphor in the chloroform, then add the liquid petroxolin.

PETROXOLINUM CADINI.

Cade Petroxolin.	Cade Petrox.
Oil of cade	Gm. 25.0
Liquid petroxolin	Gm. 75.0

Mix them.

PETROXOLINUM CRESOTI.

Creosote Petroxolin.	Creosote Petrox.
Creosote	Gm. 20.0
Oleic acid	Gm. 5.0
Liquid petroxolin	Gm. 75.0

Mix them.

The Br. Ph. Codex directs the creosote formula to be only 5 per cent. creosote, yet calls for 20 per cent. of guaiacol in the formula with the latter medication, but as the manufacturers list both as 20 per cent. formulas, it was deemed advisable to make our formulas correspond with the usage of American practice. If 5 per cent., however, be adopted, then the addition of oleic acid will not be required in this formula.

The creosote, guaiacol and eucalyptol petroxolins all darken considerably on keeping, and if that is deemed to be an objection they can readily be prepared as wanted. The darkening is probably due to traces of iron in the oleic acid and is not serious, as it cannot affect the medicinal action.

PETROXOLINUM EUCALYPTOLIS.

Eucalyptol Petroxolin.	Eucalyptol Petrox.
Eucalyptol	Gm. 20
Liquid petroxolin	Gm. 80.0

Mix them.

PETROXOLINUM GUAIACOLIS.

Guaiacol Petroxolin.	Guaiacol Petrox.
Guaiacol	Gm. 20.0
Oleic acid	Gm. 5.0
Liquid petroxolin	Gm. 75.0

Mix them.

PETROXOLINUM HYDRARGYRI.

Mercury Petroxolin.	Mercury Petrox.
Mercury	Gm. 30.0
Hydrous wool fat	Gm. 15.0
Solid petroxolin	Gm. 55.0

Triturate the mercury with the hydrous wool fat until it is distributed and the globules are no longer visible when examined with a lens magnifying ten diameters; then add the solid petroxolin and mix thoroughly.

The percentage of mercury has been reduced to 30 per cent., which in a base so readily absorbed, is believed to be ample to produce salivation.

PETROXOLINUM ICHTHYOLIS.

Ichthyol Petroxolin.	Ichthyol Petrox.
Ichthyol	Gm. 10.0
Oleic acid	Gm. 5.0
Liquid petroxolin	Gm. 85.0

Mix them.

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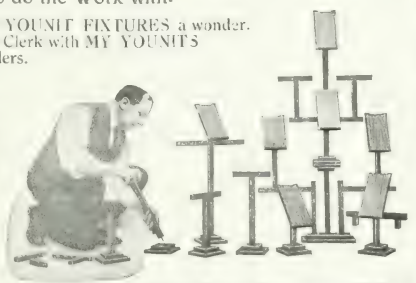
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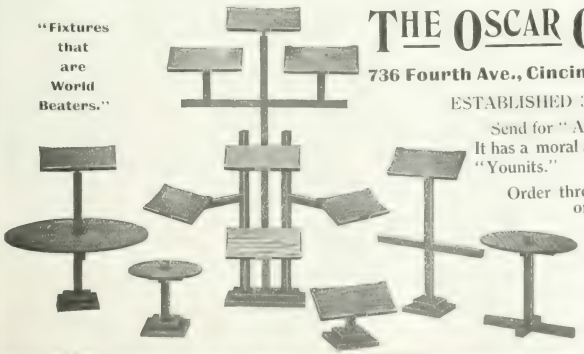
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A beautiful book of designs included with each set free showing trims I have made with the YOUNITS.
MY set is put up in A HARDWOOD HINGED LID STORAGE BOX (oiled finish).
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WYETH'S represents the True Flavor
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INCORPORATED

Philadelphia, Pa.

PETROXOLINUM IODI.

Iodine Petroxolin. Iodine Petrox. 10 per cent.

Iodine	Gm. 10.0
Oleic acid	Gm. 10.0
Alcohol	Gm. 20.0
Liquid petrolatum	Gm. 23.0
Oil of lavender flowers	Gm. 2.0
Stronger ammonia water	Gm. 5.0

Reduce the iodine to a coarse powder by triturating in a glass mortar and transfer it to a suitable flask, add the alcohol and then the oleic acid and agitate the contents of the flask until the iodine is dissolved; now add the oil of lavender flowers and the liquid petrolatum and mix the liquids, and finally add the stronger water of ammonia, shaking the mixture until a clear solution results.

It was found impossible to prepare a 10 per cent. iodine petrox by simple solution in liquid petroxolin. By improper mixing, there results another difficulty, namely, the separation out of the iodine as a salt, and this is a difficulty that has not been overcome by some of the manufacturers of the proprietaries. The writers have examined several bottles of one manufacture that is greatly prescribed in which appeared quite heavy crystalline sediments that proved to be ammonium iodide. A sample made by the proposed formula has now been kept for more than five months without sign of any separation or crystalline deposit.

PETROXOLINUM IODI DILUTUM.

Diluted Iodine Petroxolin. Iodine Petrox 5 per cent.

Iodine petroxolin	Gm. 50.0
Liquid petroxolin	Gm. 50.0

Mix them.

Alternative formula:

Iodine in coarse powder	Gm. 5.0
Liquid petroxolin	Gm. 95.0

Dissolve the iodine by agitation with the liquid petroxolin in a stoppered bottle.

An assay process should be provided for the iodine petroxolins.

The Erganzungsbuch zum Deutschen Arzneibuch gives a method of assay which should, however, be thoroughly tried by a competent chemist before adoption in the N. F.

PETROXOLINUM IODOFORMI.

Iodoform Petroxolin. Iodoform Petrox.

Iodoform	Gm. 3.0
Acetone	Gm. 20.0
Oleic acid	Gm. 10.0
Eucalyptol	Gm. 3.0
Liquid petroxolin	Gm. 64.0

Dissolve the iodoform in the acetone, add the eucalyptol, oleic acid and the liquid petroxolin, and mix the ingredients.

Despite the statements in the books, 3 per cent. of iodoform cannot be dissolved in liquid petrox alone; even if heat be used, only a portion will dissolve and this largely crystallizes out on cooling. Consequently, one of the solvents for iodoform must be made use of and for this purpose we selected acetone. The disagreeable odor of iodoform is modified and largely overcome by the combination of eucalyptol and lavender.

PETROXOLINUM MENTHOLIS.

Menthol Petroxolin. Menthol Petrox.

Menthol	Gm. 5.0
Liquid petroxolin	Gm. 95.0

Dissolve the menthol in the liquid petroxolin by agitation.

The Br. Ph. Codex makes this only 2 per cent.; we have followed the trade lists in making it 5 per cent.

PETROXOLINUM METHYLIS SALICYLATIS.

Methyl Salicylate Petroxolin. Methyl Salicylate Petrox.

Methyl salicylate	Gm. 20.0
Liquid petroxolin	Gm. 80.0

Mix them.

PETROXOLINUM NAPHTHOLIS.

Naphthol Petroxolin. Naphthol Petrox.

Betanaphthol	Gm. 10.0
Liquid petroxolin	Gm. 90.0

Dissolve the betanaphthol in the liquid petroxolin by agitation.

PETROXOLINUM PHENOLIS.

Phenol Petroxolin. Phenol Petrox.

Phenol	Gm. 5.0
Liquid petroxolin	Gm. 95.0

Dissolve the phenol in the liquid petroxolin by agitation in a stoppered bottle.

PETROXOLINUM PICIS.

Tar Petroxolin. Tar Petrox.

Oil of tar	Gm. 25.0
Liquid petroxolin	Gm. 75.0

Mix them.

Oil of tar makes a clear solution, and for this use it is certainly to be preferred to tar. Hence we have thus modified the formula of the foreign formularies which direct tar.

PETROXOLINUM SALICYLATUM.

Salicylated Petroxolin. Salicylated Petrox.

Salicylic acid	Gm. 10.0
Oleic acid	Gm. 5.0
Liquid petroxolin	Gm. 85.0

Dissolve the salicylic acid in the oleic acid and liquid petroxolin.

PETROXOLINUM PHENOLIS CAMPHORATUM.

Camphorated Phenol Petroxolin. Camphorated Phenol Petrox. Camphophenic Petrox.

Phenol	Gm. 37.5
Camphor, in powder	Gm. 37.5
Liquid petroxolin	Gm. 30.0

Mix the camphor and phenol, and when the

mixture has liquefied add the liquid petroxolin and mix thoroughly.

PETROXOLINUM SULPHURIS.

Sulphur Petroxolin.	Sulphur Petrox.
Sublimed sulphur	Gm. 3.0
Linseed oil	Gm. 37.0
Oleic acid	Gm. 30.0
Liquid petroxolin, a sufficient quantity to make	100.0

Heat the sublimed sulphur and linseed oil in a flask, on a sand bath, until the sulphur is dissolved, then allow to cool, and add the oleic acid and sufficient liquid petroxolin to make the product weigh 100 grammes, warming the mixture slightly if necessary to obtain a clear liquid.

A dark brown thick, oleaginous liquid possessing a very foul odor. By itself it is not apt to be applied to humans in this life, but it can be diluted and serves for the preparation of the succeeding formula.

PETROXOLINUM SULPHURIS COMPOSITUM.

Compound Sulphur Petroxolin.	Compound Sulphur Petrox.
Sulphur petroxolin	Gm. 10.0
Oil of cade	Gm. 10.0
Thymol	Gm. 0.3
Eucalyptol	Gm. 3.0
Oil of turpentine	Gm. 30.0
Liquid petroxolin, a sufficient quantity to make	Gm. 100.0

Mix the thymol and eucalyptol, add the oils and then the sulphur petroxolin and finally sufficient liquid petroxolin to make the product weigh 100 grammes.

PETROXOLINUM TEREBINTHINAE VENETAE.

Venice Turpentine	Petroxolin. Venice Turpentine Petrox.
Venice turpentine	Gm. 20.0
Liquid petroxolin	Gm. 80.0

Mix them.

PETROXOLINUM SPISSUM.

Solid Petroxolin.	Solid Petrox.
Paraffin	Gm. 37.0
Liquid petrolatum	Gm. 20.0
Oleic acid	Gm. 20.0
Oil of lavender flowers	Gm. 3.0
Alcohol	Gm. 5.0
Stronger ammonia water	Gm. 5.0

Mix the paraffin with the liquid petrolatum on a water bath, add the oleic acid, and transfer the mixture at once to a warm mortar; immediately add the oil of lavender flowers and the mixed alcohol and stronger ammonia water and stir continuously until cool.

This yields a smooth pale yellow ointment, and if the above directions are carefully followed the resulting product is smooth and creamy, very suitable as an ointment base. It is essential that the mortar be warmed so as to insure a gradual cooling and that the stirring be continuous, otherwise the mass will be uneven and granular.

DISPENSING NOTES.

Syrup of Lactate of Iron and Manganese.

A correspondent of the Pharmazeutische Zeitung suggests the following modification of the formula for syrup of lactate of iron and manganese as given in the formulary of the German Apothecaries' Association: In a roomy Erlenmeyer flask place 24 parts lactic acid and 43 parts of boiling water, and add gradually and with constant agitation, 10 grams calcium carbonate. When the evolution of carbon dioxide has ceased 22 parts of phosphoric acid are added and the solution filtered. Also dissolve five parts of iron lactate in 70 parts, and one part of manganese lactate in 35 parts of boiling water, and filter these solutions successively into the first, the filter paper being washed, after each addition, with some of the calcium lactate solution.

Now prepare a concentrated syrup by dissolving 540 parts of sugar in 270 parts of water; this syrup is filtered and cooled, the solution of the lactates and flavor are added and enough water to make 1,000 grams.

TO CLEAN MARBLE SLABS.

The Pharmazentische Post publishes the following, contributed by the veteran engineer and chemist, Gawalowski: Grease spots are removed by a thick mixture of magnesia and benzin spread over the surface, say three-eighths of an inch thick. Let it remain on the stone an hour or two, then remove the dried crust of magnesia. Stains from extracts may be removed by a thick paste of talcum, white lead, lemon juice and citric, tartaric and oxalic acid thinned with alcohol. If this fails, try a mixture of barium hyperoxide and dilute sulphuric acid, mixed at the lowest available temperature and avoiding any excess of acid. Use as in the case of the magnesia mixture above spoken of. The stone will have to be repolished, using a mixture of "putty" and paraffin oil.

KENT-M'CLAIN AGAIN.

Calgary's big drug store—The J. Findlay Drug Co.—is installing twenty-three of Kent-McClain (Toronto Show Case Co.) Roman cases. All have the marble base, and all are of all glass construction except the two indispensable "Triamon" combination book cabinet, counter and display case.

A really good graft is, after all, a hard thing to find, and when found is generally working.



Keating's for Moths

Mary had a little lamb,
Of fleecy wool he'd lots,
The moths got into lamby's wool
And made baldheaded spots.

Keating's Powder may be sprinkled over the most costly furs or delicate fabrics as a reliable protection against moths. It is odorless and stainless and a sure safeguard.

Sold by all Drugggists
In tins, 10, 15, 20, 25c.

The Moth is very bad again this year.

Keating's Powder has been found particularly effective against the Canadian house moth.

Pepto-Mangan (Gude)
(Reg. U.S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is **our exclusive property.** We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

Specially Suitable for the Canadian Climate



BEETHAMS
La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Winds, Sun and Hard Water, and prevents Roughness, Redness, Irritation, Tan, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition during the hottest summer

It is a Perfect Protection to the Skin during All Summer Out-door Exercise and Sports

Sole Makers: **M. BEETHAM & SON, Cheltenham, England**
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To all those who have difficulties or are starting new work the Institute of M. S. I. offers its practical advice, and the results compiled in its records. This Institute will help you with bibliographical searches, with special treatises, and with practical advice; will help you also to make use of your inventions by filing patents and selling the same.

8 Rue Nouvelle, PARIS IX.

1835 LYMAN'S LIGHTNING FLY PAPER POISON **1911**

Pays 150 per cent profit to dealers.

5c size— 3 papers in package— 6 dozen packages in box— price $1.50 per box.



Place your order now for season's supply.

10c size— 6 papers in package— 3 dozen packages in box— price $1.50 per box.

The Lyman Bros. & Co. Limited, Wholesale Druggists, Toronto

We Give = You Get

THE BEST
FOR THE LEAST

In Our Specialties:

Triumph Eye Glass, Sure-Fit Strap,

Ear-Ez Frame, Ear-Ez Mounting,

Prescription Work

Samples Gladly Sent on Request

Michigan Optical Company, Limited

20-22 ADELAIDE STREET WEST TORONTO

Trade Notes

ALBERTA.

Ivan C. Cooke has opened a drug business at Calgary, Alta.

L. Dutton has purchased the drug business of E. Cawker, Carlsbadt, Alta.

J. A. Stewart has purchased the drug business of R. Fleury, Lawsonburg, Alta.

The Red Cross Drug and Book Co., of Lethbridge, Alta., has dissolved partnership.

D. Cope has purchased the drug and stationery business of N. D. Steele, Warner, Alta.

A. W. Bethune has opened a new drug store at Innisfree, Alta., to be known as the Red Cross Pharmacy.

BRITISH COLUMBIA.

Frank Abbey has opened a drug store at Greenwood, B.C.

L. McWilliams has opened a drug store at Sommerland, B.C.

C. S. Davies is opening a drug business at New Westminster, B.C.

B. M. Copeland has opened a drug store at New Westminster, B.C.

The North Shore Drug Co. is commencing business at North Vancouver, B.C.

The Broadway Pharmacy, Granville & Broadway, Vancouver, B.C., suffered a small loss by fire recently.

MANITOBA.

Geo. H. Carman has started a drug business at Winnipeg, Man.

L. Richardson has purchased the drug business of E. P. Wilcox, Manor, Man.

T. G. Poyntz, of the firm of Poyntz & Co., Winnipeg, Man., died last month.

ONTARIO.

S. Stewart has purchased a drug business in Guelph, Ont.

A. M. Small has opened a drug store at Warkworth, Ontario.

F. Terry has purchased the "Manning Pharmacy," Toronto, Ont.

T. Payment, druggist at Ottawa, Ont., suffered a loss by fire recently.

R. Campbell has purchased the drug business of DeLong, Teeswater, Ont.

C. T. Allen has purchased the drug business of D. F. Kilgour, London, Ont.

E. D. Calvert has purchased the drug business of S. Atkinson, Rainy River, Ont.

N. B. West has taken over the branch drug store of J. Ready, Springfield, Ont.

W. H. Wilson has purchased the drug business of S. R. Luckham, Leamington, Ontario.

Harry Kimpton has purchased the drug business of W. A. McCollum, Tillsonburg, Ont.

The Lennox Chemical Co. has registered as doing business at Ottawa, Ont., with a capital of $30,000.

F. H. Webb has taken over the drug business of A. E. Walton, Cor. Broadview and Queen Street East, Toronto.

SASKATCHEWAN.

M. J. Howey has started a drug business at Haswell, Sask.

G. H. Bean is advertising his drug business at Quill Lake for sale.

J. G. R. Stone has purchased the drug business of W. A. Rife, Sheho, Sask.

G. J. Lang has purchased the business of the Sedley Drug Co., Sedley, Sask.

H. E. Wilson has purchased the drug business of W. H. Melville, Harris, Sask.

W. M. Duff has purchased the drug business of Dr. A. E. Kydd, Macklin, Sask.

F. A. Dunk has purchased the drug business of Dr. Hall, Fort Qu'Appelle, Sask.

R. J. Henry has purchased the drug business of J. A. Stewart, Rosthern, Sask.

A. H. Roberts has taken over the drug business of S. J. Clotworthy, Govan, Sask.

The City Drug Co., of Saskatoon, Sask., have opened a branch store at Alsask, Sask.

W. G. Barrie, druggist of Davidson, Sask., has moved into his new store at that place.

Lyle L. Richardson has purchased the drug business of E. P. Stewart Wilcox, at Manor.

R. F. Fleury, of Toronto, has purchased the drug business of J. A. Stewart, Rosthern, Sask.

Gregoire, Tremandan & Co. have purchased the drug business of Dr. Wm. Sinclair, Manor, Sask.

E. Chase has purchased the branch drug and stationery business of C. L. Smith at Rocanville, Sask.

We regret that in the June issue of our Journal there appeared in the trade notes a notice that "W. B. Cassels has taken over the Young Drug Store at Young, Sask." This was incorrect, and instead of selling his drug business (the Young Drug Store) at Young, Sask., Dr. Paddell has removed to a larger building.

Some men are so cross grained in their disposition that it is all they can do to keep on good terms with themselves.

OBITUARY.

MR. W. J. MACARTNEY.

The citizens of Thorold, Ont., were rudely shocked on Monday, May 29, 1911, at the news of the passing of Mr. W. J. Macartney, one of their oldest and most prominent business men, after but a few hours' illness. The day previous he had been in his accustomed good health, and about town as usual, and only during the night did symptoms of his fatal illness present themselves, the end coming at noon of acute indigestion and heart failure.

William John Macartney was born at Brampton, Ont., on June 13th, 1848. When he was about three years old his parents moved to Brantford, Ont., where his boyhood days were spent, and at the Public and High Schools of that village his education was obtained.

In the year 1866, at the age of eighteen, he went to Thorold and entered upon an apprenticeship to the late John E. Browne, a well posted and competent apothecary of the old school.

Early in 1871 he opened up a drug store on his own account in the same town, and this business he continuously carried on up to the time of his death, a period of forty years.

He took a deep and intelligent interest in public affairs, but beyond a faithful service of several years on the High School Board (of which he was Chairman,) he shunned public office.

He was a member of many years standing of Mountain Lodge, A. F. & A. M.; had passed Mountain Lodge, A. F. & A. M., and for upwards of thirty years had been its treasurer.

Three brothers: Joseph, Albert and George, and one son, Charles, served apprenticeship to him and graduated from the Ontario College of Pharmacy.

Faithful to all obligations, well-balanced in business affairs—careful and frugal his success was well-merited and creditable. His charity was of a quiet and unostentatious kind.

He was a member of the Anglican Church, a loving husband—a devoted father—an ideal brother. He leaves besides his sorrowing widow, one son and three daughters, all at home.

OPTOMETRICAL ASSOCIATION OF ONTARIO.

The Board of Directors are at the present moment busily engaged in making preparations for the Convention.

It is proposed to hold a two days' Convention during the second week of the Toronto Exhibition, the probable dates being September 7th and 8th. A tent will be erected in the grounds for the whole period of the Exhibition for the use of members and their guests. A hall is being rented for the two special days, during which time there will be meetings at which it is understood that many well-known members of the optometrical world will be heard.

Many of these gentlemen will represent the most important cities of the United States and Canada.

Whatever final arrangements may be decided upon, members of the Association and its guests can rest assured of an excellent time, every endeavor being made by those officially responsible to combine both pleasure and business.

TWENTY-FIFTH ANNIVERSARY.

Dr. Willy Merck, of E. Merck, Darmstadt, celebrated on June 1st the twenty-fifth anniversary of his entry into the firm as a partner. The occasion was made a festive one, and all work was suspended for the day. In the morning employees and workers assembled in one of the buildings of the works to bear testimony by their presence and their congratulations to the entente cordiale which exists between owners and employees, and which is characteristic of the condition of work at Merck's. Dr. Willy Merck was the recipient of a magnificent art glass vase presented to him by the employees. The workers, of whom he is the direct chief as the whole of the manufacturing (as well as the scientific) laboratories are under his personal supervision, expressed their congratulations in an illuminated address.

Representatives of the Hassian Government of the town of Darmstadt, and of numerous chemical works, joined in the shower of congratulations. In the name of the Grand Duke of Hesse (a son of our Princess Alice), the representative of the Government handed to the "Jubilar" the Grand Gold Medal for Art and Science conferred upon him in recognition of his services, not only in promoting the advance of chemical research work, and in developing this branch of the country's industry, but also as a distinguished patron of art.

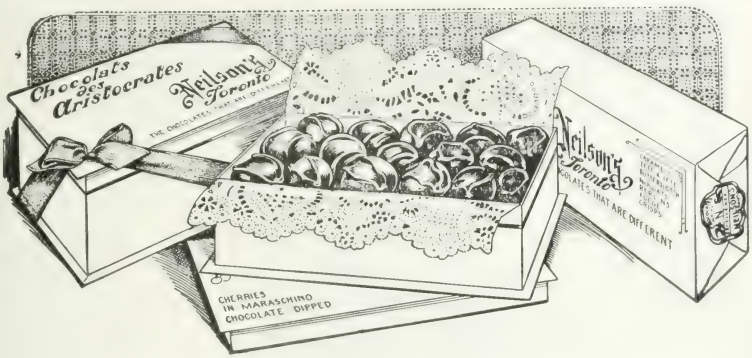
In the evening employees and owners joined in a "Kommers" and the day closed by celebrating the event in the true German fashion with what might be termed "the family circle of the firm."

THE AMERICAN PHARMACEUTICAL ASSOCIATION.

At Boston, August 14 to 18, 1911.

The meeting of the American Pharmaceutical Association at Boston in August promises to be one of the most successful meetings in the history of this honorable scientific organization.

Boston is an ideal city for a summer convention and the doors of her warm-hearted hospitality are being set wide open to welcome with



Go After the Best People With the Best Chocolates

Don't think, for a moment, that people won't pay 'good prices for good chocolates. THEY WILL.

And some of the best customers we have, are Druggists in the smaller towns and cities.

No other country in the world has so many well-to-do people living outside the big cities. They are people of culture and refinement—who appreciate the good things of life and have the money to buy them.

These are the people who will come to your store for Neilson's Chocolates—and who will help you to build up a trade in fine chocolates that perhaps you never thought possible.

We are telling these people about Neilson's Chocolates in the most attractive advertising that has ever been placed in Canadian publications.

We make 33 different packages, to sell up to $1.00 a pound.

Write us about securing the exclusive agency in your neighborhood for Neilson's Chocolates.

OUR IMPORTANT OFFER

Upon request, we will send any Druggist in Canada a liberal sample of Neilson's Chocolates—all charges paid.

We urge your immediate response to this offer as it is only open for a limited period.

"The Chocolates That Are Different."

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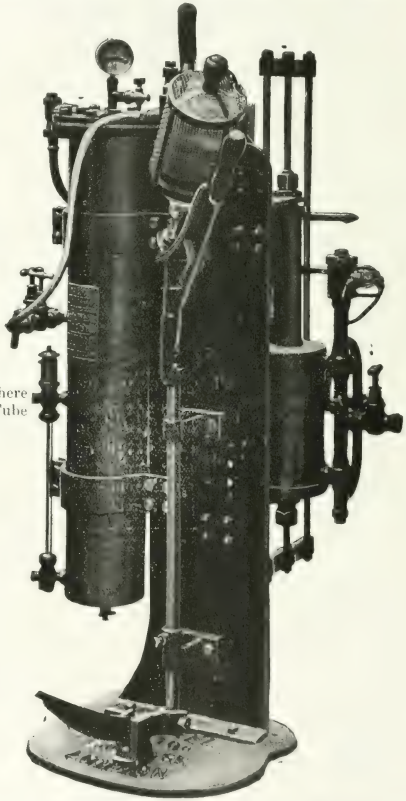
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the most diligent service of heart and hand her friends of the East, the West, the Southland and the Northland, whose smiling faces and cheery welcomes have so often made the Boston pharmacists feel at home with them.

While Boston's welcome to the Association will be a warm one, yet one need not think it attributable to the temperature, for Boston is never sultry; the breezes from Massachusetts Bay, which are nearly always in evidence, make the city cool when places inland are sweltering in heat.

The Committee on Entertainment, under the energetic lead of Mr. C. Herbett Packard, the Local Secretary, is working diligently to assure to every member in attendance a most pleasurable occasion, with the avowed purpose that all will ever remember it as an event in their lives. The co-operation of the Chamber of Commerce, an organization of 3000 leading business men of Greater Boston has been pledged, and its President, Mr. Geo. S. Smith, will probably welcome the Association to the city; Governor Foss and Mayor Fitzgerald have both earnestly assured the committee of their desire to extend to the members a true Boston welcome.

The headquarters of the Association will be at the Hotel Vendome, one of the noted hotels of this continent, whose walls have sheltered royalties, in their visits to Boston. This hotel is located on the famous Commonwealth Avenue, one of the finest residential avenues in the country; within a stone's throw of this hotel is the noble Copley Square, which is undeniably one of the finest public squares of the world, vieing for preeminence with the Place de la Concorde in Paris.

The meetings of the Association will be so arranged as to give abundant time for sight-seeing, and the ladies who accompany the members will be taken into the assiduous care of the Ladies' Entertainment Committee, of which Mrs. Adelaide Godding, the wife of the President-elect of the Association, is Chairman; and it is therefore certain that not an idle or a tedious moment will be allowed to intrude its attention upon any of the fair visitors during their visit to the Hub.

The Committee on Entertainment say that the old adage, "See Naples and die," has been recently revised and now reads, "See Boston and live; enriched for all time with the memory of its treasures, and of its hearty New England welcome."

COME TO BOSTON!

A turquoise which has lost its blue color and become green may be restored by soaking it in pure alcohol for two weeks and drying carefully in saw dust for a week. If the color changes again repeat.

CANADIAN MEDICAL ASSOCIATION MEETING, M'GILL COLLEGE, MONTREAL.

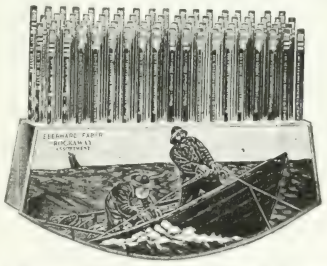
Burroughs Wellcome & Co. exhibit a thoroughly representative selection of their pharmaceutical preparations. Specially seasonable for the commencement of the hot weather is the series of "Tabloid" Effervescent Products, which includes exact and conveniently prepared doses of Carlsbad Salt, Kissengen Salt, Lithium Citrate with Urotropine, Sodium Phosphate, Three Bromides and Vichy Salt, etc.

Several new products interesting both to the theoretical and to the practical chemist are to be seen, for instance, "Epinine," a synthetic compound allied to the organic amines and resembling in its therapeutic effect the active principle of the suprarenal gland.

An attractive line, owing to the ease with which a good assortment can be packed in small space in the pharmacy, is that of "Tabloid" Brand Bandages and Dressings. To this series "Tabloid" Bismuth Gauze has recently been added and is finding much favor as a non-irritating antiseptic dressing for surgical wounds, etc.

UNIQUE DISPLAY BOX.

We illustrate a new pencil assortment, "The Rockaway," which is one of the many new lines of School Supplies shown this year by Buntin,



Gillies & Co., Ltd., Hamilton. It is a unique display box which rocks but will not tip. The Rockaway contains one-half gross of fancy rubber tipped pencils arranged in a box on which is a fishing scene. The effect when rocking is very realistic. Dealers should see this firm's lines before ordering.

Catching rats with oyster shells is the unique method employed by some pearlers round about Broome, West Australia. They leave a large oyster on the floor of the cabin at night. It opens for a breath of fresh air, and the smell of fresh meat attracts the rats. When the rodent thinks he'll try a little supper, the oyster suddenly decides that he doesn't like fresh air.

Formulary

Egg Shampoos.

Ammonia water..... .. .. 4 drams
Cologne water..... .... 5 drams
Alcohol..... .... 8 ounces
Water..... .... 8 ounces
Whites of..... .... 2 eggs

Beat the egg-whites well and add them to the water and ammonia water previously mixed; then add the other ingredients.

2.

Borax..... .... 2 ounces
Glycerin..... .... 1 ounce
Bay rum..... .... 1 pint
Diluted alcohol..... ....10 ounces
Whites of .... 2 eggs

Rub the borax with the glycerin; add the bay rum and diluted alcohol, and finally add the egg whites, previously well beaten.

3.

Eggs 3
Rose water..... ....27 ounces
Liniment of soft soap..... .... 2 ounces
Potassium carbonate..... ....2½ drams
Ammonia water..... .... 3 drams

This may be flavored with any desired combination of odors. A little coumarin improves the flavor of preparations of this character, and mixtures of rose, bergamot and bitter almond are popular. The eggs should be beaten briskly with the aid of some mechanical egg beater and then mixed with the rose water, the other ingredients being added afterward, thoroughly shaking.

4.

Transparent soap..... .... 2 oz.
Glycerin..... .... 2 fl. oz.
White of egg..... .... 1 oz.
Tr. soap bark..... .... 1 oz.
Perfume..... .... ½ oz.
Water, q. s..... ....16 fl. oz.

Melt the soap with 8 fluidounces of water by the aid of heat, and when cold add the glycerin, tincture of soap bark and perfume; mix the white of egg with 4 fluidounces of water, and when completely dissolved strain it into the mixture of soap, etc. Add enough of red coloring to give the desired color, and water if necessary to make 1 pint; after standing, filter.

Shampoo Liquid.

1.

Spirit Soap..... ....100 parts
Ammonia water..... .... 10 parts
Oil Lemon..... .... 3 parts
Water..... ....810 parts
Oil Rose Geranium..... .... 1 part
Yolk of four eggs.

Mix the yolk of egg intimately by beating with the ammonia water and soap spirit; then add the water and perfume, and shake strongly; then strain, and fill into bottles.

2.

Ammonium carbonate..... ..... 1 part
Potassium carbonate..... .... 1 part
Soft Water..... .... 16 parts
Tincture Cantharides..... ..... 6 parts
Alcohol..... .... 16 parts
Rum (good)..... .... 96 parts
Perfume..... ....sufficient

3.

New England Rum..... ..... 3 quarts
Bay Rum..... .... 1 quart
Water..... .... 1 pint
Glycerin..... .... 2 fl. oz.
Tincture Cantharides..... ... ... 4 fl. oz.
Ammonium Carbonate..... ..... 4 fl. dr.
Borax..... .... 1 oz.

Egg Shampoo Powder.

Powdered egg albumin..... ..... 3 drams
Powdered animal oil soap... ..... 2 ounces
Dried sodium carbonate..... ..... 5 drams

Put up in sealed, moisture-proof containers.

Dry Shampoo.

This suggestion is found in a recent issue of Physicians Drug News:

Orris root..... .... 6 ounces
Fuller's earth..... .... 7 ounces
Arrowroot starch... .... ½ ounce
Oil of lavender..... .... 1 dram
Alcohol..... .... 2 ounces

Reduce the solids to a fine powder; mix this well and spread it out to a thickness of about 2 inches. On this, spray the oil dissolved in the alcohol, and, after several hours, pass the powder through a moderately fine sieve.

Dandruff Powder.

1.

Resorcinol..... .... 60 grn.
Tannoform..... ... . 60 grn.
Salicylic Acid..... .... 5 grn.

Before use the powder is dissolved in 3 fl. oz. of alcohol and 1 fl. oz. water, and the solution is filtered.

2.

Resorcinol..... .... 60 grn.
Boric acid..... .... 30 grn.

Dissolve in 4 fl. oz. of water just before use. If desired, the powder in either formula may be incorporated with an ointment, such as cold cream, lanum, etc.

Shampoo Bags.

Crushed soap bark..... .... 14 ounces
German chamomile flowers
Lavender flowers, of each..... .... 1 ounce

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No. 260 White Metal Mounting, non-oxidizable. Zylonite offset guard. Mi-coquille lenses, "OO" size, smoke, blue, green, amber and white. Each pair of eye glasses packed in a neat protective envelope, these being placed in partition boxes holding one dozen..... $1 80 per dozen.

No. 265 Gilt Alloy Mounting, well finished. Zylonite offset guard. Lenses and style of packing as above described.. $1 80 per dozen.

No. 960 White Metal Mounting. Sanitary metal offset guard. "OO" size lenses, smoke, blue, green and amber..$1 05 per dozen.

No. 965 Gilt Alloy Mounting. Sanitary metal offset guard. "OO" size lenses, smoke, blue, green and amber..$1.05 per dozen.

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Did You Ever Notice

that the druggists throughout the country who do the largest trade are always the fellows who are not afraid to buy enough of any good patent medicine in order to get a lot of free advertising.

On the other hand did you ever notice the shiney coat and frayed at the bottom pants on the man who is always knocking patent medicines and talking about the professional aspect of the drug business.

That ought to be enough to convince you of the wisdom of writing The Merrill Medical Co., Manufacturing Chemists, Toronto, regarding exclusive advertising proposition for

MERRILL'S RELIABLE FAMILY REMEDIES
THE ROYAL ENGLISH TOILET PREPARATIONS
MERRILL'S HOUSEHOLD NECESSITIES

Don't wait for a traveller. Write to-day

The Merrill Medical Co.

Merrill Building, Toronto, Ont.

Tar Shampoo Liquid.

1.

Green or soft soap..... .....12 ounces av.
Potassium carbonate..... ..... 2 ounces av.
Oil of tar..... .... 2 fluidrachms
Alcohol..... ....16 fluidounces
Water, to make..... .... 64 fluidounces

Mix all and dissolve; let stand a few days and filter.

2.

Pine tar..... ....2½ ounces av.
Linseed oil, raw..... .....27 fluidounces.
Caustic potash..... ....6 ounces av.
Alcohol..... ....3 fluidounces
Water..... ....30 fluidounces

Heat the tar and oil to 60 degrees C., dissolve the potash in the water, mix with the alcohol, and add this solution gradually to the oil and tar mixture, stirring constantly meanwhile. Continue the heat until the oil and tar are thoroughly saponified, then add water to make one-half gallon of liquid.

"Dry" Shampoos.

1.

Eau de cologne..... .... 500 c.c. (mils).
Spirit of soap..... ....2,500 c.c. (mils).
Acetic ether..... .... 25 c.c. (mils).
Terpineol..... .... 5 c.c. (mils).
Oil of bergamot..... .... 10 c.c. (mils).
Glycerin..... .... 500 c.c. (mils).
Ammonia water..... .... 10 c.c. (mils).
Alcohol..... ....1,000 c.c. (mils).
Distilled water, enough to make 10 liters.

2.

Borax..... .... 20 grammes.
Potassium carbonate..... ..... 10 grammes.
Ammonia water..... .... 10 c.c. (mils).
Water..... .... 500 c.c. (mils).
Oil of bergamot..... .... 2 c.c. (mils).
Alcohol, enough to make..... ....1,000 c.c. (mils).

Egg Shampoo Paste.

Three eggs..... ....
Powdered soap..... ..... 2 dr.
Potassium carbonate..... ... .160 grn.
Ammonium carbonate..... .....160 grn.
Cumarin..... ....1-10 grn.
Oil rose..... .... 2 drops
Oil bergamot..... .... 2 drops
Oil geranium..... .... 1 drop
Essential oil almonds..... ... ... 1 drop
Rose water, sufficient to make a paste.

Dry Shampoos.

Cocoanut oil soap of good quality..... ....4 ounces av.
Potassium carbonate..... ..... 2 ounces av.
Oil of bay... ....1 fluidrachm.
Tincture of curcuma... ... .1 fluidrachm
Alcohol..... ....32 fluidounces
Water, to make..... .....64 fluidounces

By the aid of heat dissolve the soap in enough water to make 16 fluidounces, add the potassium carbonate, stir till dissolved, allow to cool somewhat, add the alcohol, oil, and tincture, and finally filter.

CONVENIENT FORMULAS FOR PREPARATIONS OF IRON.*

On page 57 of our proceedings (Missouri Pharmaceutical Association) for 1899 the author sets forth good reasons for the adaptation of pharmacopoeial formulae to the convenience of the retail pharmacist.

At this meeting I submit the formulae for what they are worth to the new revision committee, and I show you sample preparations made by same as recommended by J. Creuse and published in foot notes of U. S. D.

Liq. Ferri Subsulphatis.

Cryst. ferrous sulphate..... ..... 12 oz.
Sulphuric acid c.p..... ..... 1 oz. 30 grs.
Potass. chlorate powder..... ...340 grs.
Boiling distilled water..... ..... 10 fl. oz.
Evaporate to 12 fl. oz.
Filter.

Liq. Ferri Thersulphatis.

Cryst. ferrous sulphate in coarse powder..... .... 12 oz.
Sulphuric acid c. p.... .... 17 drachms
Potassium chlorate powder ...348 grs.
Boiling distilled water..... ..... 12 fl. oz.

Dissolve the ferrous sulphate in the boiling distilled water, contained in a porcelain dish or flask; slowly add the acid, then the potassium chlorate in portions; add distilled water enough to make 24 fl. oz.

Filter.

Note—The chlorate of potassium must be sufficient to so completely oxidize the ferrous salt as to give a distinct and permanent brown reaction with a weak and freshly made solution of potassium ferricyanide—on the other hand an excess of the chlorate must not be used.

Liquor Ferri Chloridi.

Iron wire, bright and cut fine.125.0 grams
Hydrochloric acid c.p..... .....680.0 grams
Distilled water q.s.....; .....
Potassium chlorate powdered q.s.
Total product..... ....1000.0 grams

Proceed as in U.S.P. process, using potassium chlorate a sufficient quantity to oxidize the ferrous solution in place of nitric acid.

Note.—Comparative experiments with chlorate of potassium and hydrogen dioxide solution are recommended.

*From Proceedings of the Missouri Pharmaceutical Association.

Some people can't worry over big things because they are so busy doing a similar service for the little things.

Optical

RELAXING THE ACCOMMODATION FOR THE FITTING OF GLASSES.

A system of correcting the errors of refraction by relaxing the accommodation without the use of a cycloplegic (atropin).

The oculist or ophthalmologist have in the majority contended that the accommodation of the eye could only be suspended by the use of cycloplegics, which paralyzes the ciliary muscle completely and leaves the eye adjusted only for the far point. This method of prescribing glasses has met with many objections, most of which was the atropin being a disturbing element. As the after effect was unpleasant and the eyes were so long in passing from under the effect of the drug—that the majority of laymen became frightened by this method. It also took so long to become accustomed to the glasses, as it required frequent application of the atropin to keep the accommodation relaxed. Then, again, the lenses had to be changed often, which was added expense to the patient ; and as the oculist was the only one considered competent to use atropin, this led to many of the experiments which later on developed all kinds of optical instruments as well as many practical test cases.

The fitting of glasses was for many years considered of little importance, and frame adjustment was almost wholly neglected, but the time came when the eyes could no longer stand to be taxed to the capacity of doing the work at the near point, without the assistance of some method of relaxing the great strain used in accommodating. Therefore, the demand for spectacles and eye glasses was so great that it lead to a commercial enterprise, which called for men endowed with uncommon vigor of mind and superior intellectual faculties ; particularly the power of invention or of producing original combinations of all kinds. In fact, it called for men of genius, who came forward with many rational methods of adjusting lenses to the eyes. One system of relaxing the accommodation which has become very popular with the better class of optometrists, is by the use of high power convex spheres in which the eyes are made artifically myopic, and as the myopic eyes have their far point inside of twenty feet they do not accommodate far distance. Now, by gradually reducing the refractive power of the convex sphere by supplying those of less refractive power until the patient can read the twenty foot letter clearly we have made the eye artificially emmetropic which is the condition sought. If there is an astigma to be dealt with, it is better to use the minus cylinder in combination with the convex sphere, as there is less liability of producing a spasm of the ciliary body, as well as getting the more actual correction of the error of refraction.

The method of relaxing the ciliary body with convex spheres has been termed the "fogging" system. I hardly think the word "fog" a good name for the system of relaxation of the accommodation, as the blurring of the vision has nothing to do with the method of fitting glases.

High power minus spheres will fog the vision, but will not relax the accommodation. Therefore I think the word "fog" a misnomer. To this method of fitting glasses there are many who claim to be the originators, but to whom credit should be given will probably never be known as like many other advancements in the science of optics, there are many minds working in the same channel from which mere suggestions have developed millions of facts.—Dr. S. W. Lane, in Kansas City Jeweler and Optician.

HYPEROPES NEAR VISION.

The question is frequently raised, especially by young refractionists, as to just what is the element in a hyperopes near vision which causes him so much trouble and discomfort. It is quite simple, says the Western Druggist.

The difficulty experienced by hypermetropic subjects in doing near work is caused by the strain on the ciliary muscle. Whereas an emmetropic subject requires 3 D. of accommodation to work at 33 cms., a subject with, say 4 D. of hypermetropia will require 7 D. Now, let us suppose both subjects to be 20 years of age, i. e., having an accommodative power of 10 D. It has been found by observation that a subject can do prolonged near work if he is able to hold in reserve 1-3 or 1-4 of his total amplitude. The emmetropic subject could easily exert 6 or 7 D. of accommodation, and has, therefore, no difficulty when only 3 are required. But the hypermetropic one, having one to accommodate 7 D. is evidently just on the borderland of eyestrain.

The subjective determination of the total amount of hypermetropia, especially in young subjects, is difficult, owing to the frequent existence of spasm of accommodation due to cramp or excessive and involuntary contraction of the ciliary muscle. In such cases, not only does the action of the ciliary muscle conceal the existence of hypermetropia, but it sometimes passes into a condition of tonic contraction in excess of that required for distant vision, so that the eye is maintained in a condition of accommodation for near objects. As this spasmodic contraction cannot be voluntarily relaxed, the eye appears to be myopic.

This spasm of accommodation undergoes a partial and sometimes a complete relaxation in the dark, so that by retinoscopic examination in a dark room, the apparent myopia may be proved fictitious and the existence of hypermetropia diagnosed.

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MINARD'S LINIMENT

Photography

A PLANT WITH A CAMERA LENS.

There is a plant called Fittonia, which has a tiny cell, the shape of a bi-convex lens, placed at the top of prominent epidermis cells of its leaves. It has been proved without a doubt that it really acts as a lens to focus the rays of sunlight upon some particular layer inside the leaf tissue.

No doubt the focus falls upon some variety of protoplasm which is sensitive and reacts under the influence of the light waves. The lens is so mounted that it may shift its position until it gets the proper angle for the incident rays. These peculiar lens-like cells of the Fittonia have been compared to the primitive eyes found amongst many of the lower forms of animal life, but one hardly dare say that they afford visual perception. That they do act as true lenses has been proved, for Haberlandt and other biologists have made photographs by means of these epidermis cells.

Mr. Harold Nager exhibited at the Linnean Society, in 1908, several quite excellent photographs of landscapes, flowers, houses, and even a portrait taken with one of these cells. Even Lumiere's auto-chrome plates were used, and the pictures were in natural colors.

When, as in some of Haberlandt's examples, the light rays are focussed on the lower floor-walls of the epidermis, they will produce a difference in the illumination of the protoplasm there, and on this theory, this difference is the protoplasm-stimulus, which results in the leaf taking up a proper light position.

Each individual cell will move until it is in the right position for the light.—Bulletin of Photography.

SILVERING A MIRROR.

By Egbert Geer, in "Photography and Focus

The silvering of a piece of glass to make a mirror may be done in two ways,on the back, as with ordinary looking glasses, or on the front, as withmirrors for reflex cameras and for similar purposes, in which the double reflection from an ordinary looking-glass is undesirable.

The writer has had occasion more than once to silver the face of a glass plate, and has found the following method very satisfactory. There are many formulae for the purpose, but it is not a matter of formulae so much as of strict attention to details, and care.

The first requisite is a piece of perfectly flat plate glass, and a suitable piece without any surface flaw of any kind having been chosen, it must be carefully cleaned. Hot water, washing soda, and a brush should be used on it. followed by copious rinsing in cold water. It is then placed in nitric acid for a minute or two and again thoroughly rinsed, paying particular attention not to touch, with the fingers the surface that is to be silvered, at any stage after the washing with soda. When quite clean it is placed in a dish containing distilled water, while the other arrangements are made.

A porcelain developing dish of the shallow kind is suitable for the silvering. It must be thoroughly cleaned, and two smooth strips of wood that will lie across it from edge to edge are selected. On one side of each of these two little balls of pitch or of cobblers' wax are attached. These are to hold the glass plate and support it, so that its surface to be silvered is just below the level of liquid in the dish, and is face downwards. It is most important that the glass should be perfectly horizontal, and the silvering liquid should come up the side of it for about half the thickness of the glass, leaving the back of the glass well above the solution in the dish.

When all is ready the silvering solution is prepared. Sixty grains of silver nitrate are dissolved in ten drachms of distilled water, forty-eight grains of the purest caustic potash obtainable in an ounce of distilled water, and twenty-four grains of glucose in an ounce. The quantity of liquid required to fill the dish is next ascertained. An ounce of silver nitrate solution is placed in a graduated measure, and strong ammonia is added to it, drop by drop, stirring all the time, until the precipitate which formed at first redissolves. The potash solution is then added, when a fresh precipitate forms. More ammonia is dropped in, in the same way until the precipitate has once more redissolved. The rest of the silver nitrate solution is then taken, and some of it is added, a drop at a time, until after stirring there is just a slight turbidity, no more.

The mixture is now diluted with distilled water until it makes one ounce less than is needed to fill the dish, and is filtered through a paper filter. The glucose solution is also filtered, and the two are mixed and poured into the dish. The plate is taken out of the water, its back wiped dry and pressed on to the pitch until it adheres, and it is then put in position in the solution.

The dish must now be put in a warm place, as the action is best at a temperature comfortably warm to the hand. If it is too warm, not only is the action irregular, and the deposit weak, but there is a chance that the pitch will soften and the plate fall down. Wherever it is put, it must be carefully levelled and then left until the action is complete, which will be in about three-quarters of an hour.

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The silvering solution, at first thick and dark, gradually clears, and the mirror should be taken out before the liquid is quite clear. Its surface is then rinsed with distilled water, and it is put up on edge to dry.

When it is quite dry it is polished by rubbing it very gently all over with a tuft of cotton wool and a little jeweller's rouge.

When the polish is perfect the mirror may be given a coating of celluloid varnish made very thin by the addition of acetone and amyl acetate in equal parts. It has been said that a dammar varnish thinned down with benzine may be used for the same purpose, but of this I have not had any experience. Whatever varnish is used, only the tinnnest possible coating should be given.

The dish in which the silvering was done, and any other vessels which may be badly stained, with the silver solution, may be cleaned with a little permanganate solution acidified with a drop or two of sulphuric acid.

The process sounds an elaborate one, but it only calls for a little care and method. The quantities given are ample for a half plate mirror, and may be increased or decreased according to the area to be silvered.

RANDOM SHOTS.

Some men start out in business with the speed of a hare, only to end up with the slow but sure gait of the tortoise.

Some of the best advice on "How to be Successful" has been given by men who have been great failures, but profited by their misfortunes.

Beware of the smooth talker, or the man who wants to give you something for next to nothing.

The employer who works hard is a living embodiment of industry to his employees, and this is where example is better than precept.

The business men who boast that they have not taken a holiday for a number of years are not wise. Changed surroundings, cessation from the daily grind and a look at the world from a new viewpoint are health renewers and life-prolongers.

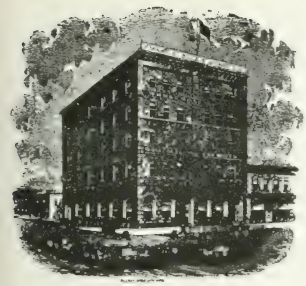
The one-man method of running a business sometimes wins out, but as the world is made up of many men with many minds it proves advantageous to try out the ideas and suggestions of those who differ from us in business methods.—Exchange.

O'Keefe—'Tis sthrange how slow an arthic explorer thravels whin he's goin towar-rds the pole an' how fasht he covers th' ground comin' frum it.

O'Shea—Nawthin' strange about it, bedad! Shure, don't th' law iv gravitation tache us that it's harder to go up thin to come down?



PAPER AND TINFOIL CRIMPED CASES
for
FONDANTS, CHOCOLATES and all HIGH-CLASS CONFECTIONS in all SHAPES and SIZES
SOUFFLE CASES
LACE BANDS and EDGINGS
DISH and DESSERT PAPERS
and all kinds of FANCY PAPER GOODS
SMITH BROS. & CO.
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THE MARTIN, BOLE & WYNNE CO.

WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1,000 to $5,000, also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

Business during the past month has been particularly good. Oils Lemon, Bergamot and Orange are very much higher. Menthol, Morphia, Codeia, Mercury, Ergot, Asafoetida, Cocoa Butter, Santonine, Balsam Copaiba, Blue Vitriol, Acid Carbolic, are all considerably advanced in price.

A Advanced. D Declined

A.—Acid Carbolic, 1 lb. bottles.....lb.	.30
A.—Acid Carbolic, 5 lb. tins..... .....lb.	.22
A.—Acid Carbolic, 10 lb. tins..... ...lb.	.20
A.—Acetone, commercial... ....lb.	.45
A. Alcohol Methylic, C.P. Pure .....lb.	$1.50
A.—Alcohol Butylic..... ....lb.	1.30
A.—Alcohol Methylic, C.P..... ... .lb.	1.20
A.—Aluminum Sulphate, pure... .....oz.	.15
D.—Antimony Oxide, white..... .....oz.	.15
A.—Balsam Copaiba, English... .....lb.	.85
A.—Balsam Copaiba, American... ....lb.	.70
A.—Calcium Phosphate C.P.... .....oz.	.25
D.—Chloralose, in ½ths..... ....ea.	.25
A.—Cocoa Butter..... ....lb.	.75
A.—Ergot..... ....lb.	1.65
A.—Ergot, powdered..... ....lb	1.75
A.—Gum Asafoetida..... ... .lb.	1.75
A.—Gum Asafoetida, Powdered... ...lb.	2.00
A.—Hops in packages..... ....lb.	.30
A.—Iron Hypophos..... ....oz.	.25
A.—Lead Carbonate, C.P..... .....lb.	.60
A.—Lithia Carbonate..... ....oz.	.15
A.—Lithia Iodide..... ....oz.	.50
A.—Mercurous Sulphate..... .....oz.	.25
A. Oil Bergamot.....	.60
A.—Oil Lemon..... ....lb.	2.50
A.—Oil Sassafras..... ....lb.	1.75
A. Oil Sassafras, Artificial ....lb.	.75
A.—Potash Sulphate..... ....oz.	.20
A.—Propylamine..... ....oz.	.30
D.—Terpinol..... ....oz.	.15
D.—Urotropin "Schering's"..... .....oz.	.75

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

SALESMAN WANTED.

To carry as a side line a legitimate and good selling article. Good commission. See advertisement on page 399 this issue. The Oscar Onken Co., Cincinnati, Ohio.

FOR SALE.

Drug business in Southern Sask. All English speaking people. Stock, $3,000, Turnover, $10,000, increasing. No opposition. Doctor and Veterinary. Will sell store on monthly payment. Residence over store.

Box 22, Canadian Druggist, Toronto.

SITUATION WANTED.

In a Wholesale Drug House by a Scotsman, 28, married, not fully qualified, wishes situation in Canada. Served time, and still employed by same firm. Experienced in Wets, Drys, Manufacturing, etc. Plenty of energy and used to hard work. J. Hossack, Pembroke Place, Edinburgh, Scotland.

SALESMAN WANTED.

In all Canada to carry as side line great Scotch Cure, with twenty years wonderful success, just introducing same here. Apply BOX 11, Canadian Druggist, Toronto.

FOR SALE.

Property, Drug Business and Medical Practice combined, or the drug business alone, in new town of Southern Alberta. Good country, no opposition. Investigate.

Apply BOX 15,
Canadian Druggist.

BUSINESS FOR SALE.

If you wish to buy a business in the West, write me before deciding. I have two drug stores for sale, which will repay you to investigate. Satisfactory reasons for selling. Can be handled for $500.00 cash or bankable notes. Apply "Veritas," care the Canadian Druggist, Toronto, Canada.

WANTED MANAGER.

For Saskatchewan, registered. Must be thoroughly capable. Apply, giving full particulars, salary required, to F. J. Williams, Humbolt, Sask.

SYNDICATE STOCK FOR SALE.

Ten shares of paid-up stock in the Druggists' Syndicate of Canada for sale for twenty-five dollars for prompt sale. Apply N.B., care The Canadian Druggist, Toronto, Ont.

WANTED.

A Drug Clerk with two or three years' experience, or graduate. Apply, stating salary, age, experience, etc., to Almeda Pharmacy, Almeda, Sask.

OPENING FOR DRUGGIST.

Opening for a drug and stationery store, in a growing town, near Toronto. New, up-to-date building, low rent, no opposition. Apply box 41, "Canadian Druggist,"

SALESMAN WANTED.

To carry as a SIDE LINE a legitimate and good selling article. Good commission. See advertisement, page 467 this issue. The Oscar Onken Co., Cincinnati, Ohio.

CHEMISTRY OF GIRLS.

It is with no little feeling of timidity that I, great chemist that I am, treat of a subject we all know so little about. However, soliciting your kindest indulgence, I will do the best I can.

Definition: Girls are a polymeric,allotropic class of substances, with two legs each.

History: The first girl was discovered in a garden, under a leaf, the same year apples were discovered. Like the man who first made arsine, the discoverer forfeited his life.

Occurrences: Free and in combination with men.

Physical Properties: Like crystals, girls may be distinguished from one another by their color, odor, density and form. They have the power of changing their form and color. Once or twice in a lifetime you run across one altogether different from all the rest, though observers do not seem always to be able to see the great difference you observe so easily.

Chemical Properties:

"Sugar and spice
And everything nice;
That's what little girls are made of."

The foregoing is not chemically true. Neither is it true that they are made up—though many are—made up, I say, altogether of dust. On the contrary, water forms seventy-five per cent. of their composition. Just think of it! "Seventy-five per cent. water plus dust, equals girls." Can it be that these lovely creatures, with the funny hats and the high-heeled oxfords, are, after all, only so many soldified puddles, so as to speak, as it were? Perish the thought.

Truly, there is more to girls than just water and dust. After years of study and experiment I have succeeded in isolating the following elements, which are quite constant in their occurrence in these wonderful bodies: Laughs, cries, smiles, frowns, loves, hates, dates, kisses, deceit and sweetness. I cannot here give the technic employed to reveal all of the foregoing elements.—(Year Book, 1910, Philadelphia College of Pharmacy.)

TACT IN BUSINESS.

Tact is a kind of intuition, by which its possessor can do at once, and often better than those who have had long experience, but are deficient of tact, things that require alike cultivated taste and judgment. Many men seem able to know intuitively the best thing to be done in any emergency. They have clear heads, with power to grind well whatever goes therein; their eyes have been attentive, and are in the habit of looking into everything, and so they bring all their forces into life's daily battle. These men will understand everything; they are no loiterers in the world's workshop, dawdling about, but men with a vocation in life which they willingly accept, and mean to follow with all their might. James Platt.

KENT-M'LAIN AGAIN.

W. T. Esdale, of Calgary, is moving to his handsome new store. This means more of those quarter-cut oak interior fittings. Mr. Esdale goes back to Kent-McClain (Toronto Show Case Co.) who did the work for him in his old store.

A lie will travel faster than the truth, but it will not be the first to arrive at the destination, because it must double on its tracks so often.

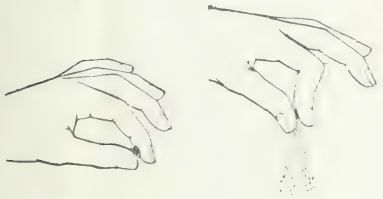
The Canadian Druggist.

Vol. xxiii. TORONTO, CANADA, AUGUST, 1911 No. 8

EXAMINE then JUDGE a

"PULVERETTE"

The All British Patent POWDER PILLS



Before After

- ¶ Superior to pills and compressed tablets.
- ¶ Supersede American made Powder Pills.
- ¶ Will not crack or discolor when kept.
- ¶ Process of manufacture is simple, quick and accurate
- ¶ Drugs do not deteriorate during manipulation.
- ¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in **PULVERETTES.**

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OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

CANADIAN PHARMACEUTICAL ASSOC'N.

[illegible] will be seen by an announcement [illegible] in this issue the date for the 44th meeting of the Canadian Pharmaceutical Association has been definitely fixed for August 29th and following days. The place of meeting to be Montreal.

The Association has fully justified its being brought into existence, and the pharmacists of Canada are to be commended upon the hearty manner in which they have endorsed the Association and given it their unanimous approval. Already, the Association has done much in the interest of Pharmacy in the Dominion, and we look for still greater benefits from now onward. It is to be hoped that the meeting this year will be more largely attended than any of the previous ones, and the druggists will, as far as possible, make it a point to show their interest by their attendance, and by taking part in the proceedings.

The cause of pharmacy is one which every member of the craft should jealously guard, and it is only through an association of this kind that hasty or ill-timed legislation can be kept in check. We trust, therefore, that the attendance at the Montreal meeting will be a large and representative one.

THE NEW B. P. CODEX.

The Codex Revision Committee announce the approaching publication of a new British Pharmaceutical Codex, an announcement which will be of real interest to Pharmacists in Canada, as well as English speaking people the world over.

The labors of the Revision Committee are now virtually ended, and the work is now on the press and it is expected that copies will be issued about the 1st of October, although it is difficult as yet to make a definite pronouncement as to the exact date. Meanwhile orders are being solicited for the above in advance of publication, so that the publishers may have some idea of the number desired for the first issue.

The contents of the codex have been thoroughly revised, the latter being re-written and rearranged in a way that renders it most convenient

for reference. A quantity of new information has also been added, and the work now deals with all drugs and medicines in common used throughout the British Empire, as well as the United States, the matter itself being based upon the British and U. S. Pharmacopoeias." It also includes information in regard to unofficial substances and preparations, which makes it justly entitled to the description given to it by the publishers as an "Imperial Dispensatory."

An innovation in the new Codex is a Pharmacological and Therapeutic Index which provides a classification of remedies, all medicaments being grouped in one alphabetical list in accordance with (1) their pharmacological action, (2) their general therapeutic use, and (3) their application in especial ailments.

Much new matter has been added, thus increasing the volume of information, while at the same time the new Codex will be of more convenient size than its predecessors, being printed on thinner paper of good quality.

Those of our readers who desire to secure copies upon publication should send in their orders at once accompanied with the cash, and these will be filled in rotation as received, direct on publication of the work.

Our arrangement with the publishers is such as to furnish to the trade at a very reasonable price, and we would suggest that there could be no better present to be made to the medical men than a copy of this work which is bound to take the leading place in publications of its kind, and which will be of inestimable benefit both to the physician and pharmacist.

A CANADIAN'S IMPRESSION OF BRITISH PHARMACY.

The pharmaceutical visitor to England who devotes a little time during his stay in the heart of the British Empire to study the conditions under which his English confrere carries on business, discovers many things which will interest and impress him. He will find that the practice of pharmacy in Great Britain differs widely from the conditions prevailing in the Dominion.

As there are about 16,000 registered chemists in Great Britain, of which number it is roughly estimated that 10,000 carry on business on their own account, it is but natural that the first thing which strikes the Canadian observer, is the large number of pharmacies, especially in the big cities and towns. London, in particular, with its 5½ million people, stands in striking contrast to the scattered population of the Dominion. Chemists' shops are necessarily very numerous, and competition must undoubtedly be keen.

Let us, for a moment, consider the general impression made on the mind of the Oversea visitor as he surveys the various types of pharmacies which catch his eye, and discuss the relative position of Canadian and British pharmacists with a section of the latter whom he happens to know. It has to be borne in mind that pharmacy in Great Britain is well and truly established. Its foundation on a systematic basis dates from 1841 at the time of the formation of the Pharmaceutical Society. Certain traditions have, therefore, been handed down from one generation to another. Many of these traditions strike one as being kept in view by the present day pharmaceutical body. There is a tendency to stick somewhat closely to the old lines, and thereby ignore the new and altered conditions of the age. Admirable and ideal as the old methods have been in their day, the visitor is irresistibly led to think that a more modern and progressive spirit in British Pharmacy would be to the advantage of the craft generally. Of course, the advent of the company chemist in England has made an immense difference to the chemists of the country. No great combination can introduce a big scheme of store trading without making its effect felt on the ground it enters upon. Nobody knows that better than the druggist in this country, but whereas the Canadian is prepared to meet competition from all sources, the English pharmacist was hardly so well prepared for the invasion of the company chemists, with their huge capital and up-to-date shops....From conversation with members of the craft in London, one could easily gather that company trading roused the pharmacists of the Motherland to action, and assisted them in competing with the stores on their own ground. Yet, it would not be too sweeping an assertion for a friendly observer to say that taken as a class, chemists in Great Britain have not yet broken down all the barriers of apathy, and indifference to the needs of their craft. Much has been accomplished, great progress has been made, but deeply rooted apathy is hard to kill, and a good deal of the old conservative spirit has yet to be removed.

The financial aspect of pharmacy in the Old Country is naturally of absorbing interest to the pharmacist here. In some of the side streets of the Metropolis one meets a chemist happy and contented doing a "small profit and quick return" trade, and he may tell you that his profit is very satisfactory, "largely in pennyworths" as he adds with a smile. In the west end of London, high rents and elaborate premises do not always mean large profits, but pharmacists in the fashionable quarters seem to be doing well. On the other hand it is quite common to meet chemists who complain that they cannot clear £100 per annum profit

Lanoline Liebreich

Our label bearing the name of the famous Dr. Liebreich, together with our firm and our Crane brand, is the only guarantee for the genuine quality Liebreich. Beware therefore of any other Lanoline offered to you as substitute for Lanoline Liebreich. Lanoline Liebreich Dartring Brand is forbidden by verdict of the highest court of February 17th, 1911. Do ask your Wholesaler for:

Lanoline Liebreich

Graab & Kranich

Established 1857

Manufacturers of

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Sole Owners and Vendors

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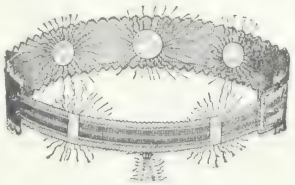
Berlin - Risedorf

Adeps Lanae Ceresine Wax

Petroleum Jelly

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Electrical Apparatus



Some lines that you should know we carry in stock:

Electric Belts, Insoles, Family and Medical Batteries, Vibrators, Electrolysis Sets, Electric Brushes and Combs, Massage Rollers.

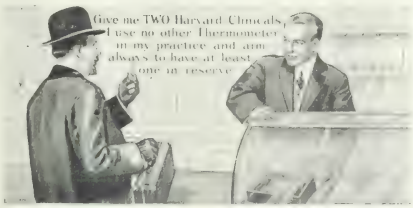
Some druggists never sell electrical apparatus. WHY? Because they never have anything in stock. Order an assortment and make the sale.

Catalogue sent on request.

The J. Stevens & Son Co.

LIMITED

145 Wellington Street West, TORONTO.



HARVARD Clinicals

Insure "Repeat" Orders

All Clinical Thermometers are inherently fragile instruments, and are frequently subject to unavoidable breakage—even in the hands of experts. Certain physicians have told us recently that they break as many as a dozen thermometers in a year.

Think of the possibilities open to you for business, Mr. Dealer, if you carry a line of Clinicals that will command "repeat" orders.

HARVARD CLINICALS we know will do this, because they will please your customers, even to the most exacting physician.

'Tis not guess-work with us. They have pleased just such customers for many years.

They are accurate, reliable and dependable. We guarantee them to remain so while unbroken.

We are talking Clinicals to the physicians also. Be prepared to meet their increased demands.

Lay the foundation to-day for a bigger business, by writing for our **Pyretometer Catalog P 11.**

THE RANDALL-FAICHNEY COMPANY

Instrument Makers BOSTON, U. S. A.



Patterson's TORONTO Candy

"A MATTER OF GOOD TASTE."

In addition to our famous

"Private Stock" Chocolates

we have recently added several new lines among which are

"Chocolates Imperators" AND "Chocolates Deliciosos"

In ½ and 1 lb packages

Write us for terms and proposition if we are not represented in your locality.

The Patterson Candy Co. - Toronto

Special Export House for OLIVE OILS of the Provence and of Italy

Registered Trade Mark: "LA MARIE LAURE"

Ancient firm, CH. SABATIER & CIE, Established 1876.
Successor, CH. BENABEN at Salon, France.

The firm guarantees their oils absolutely pure and furnishes a certificate of the Laboratory for each shipment.

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THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG

The House of Quality and Pharmaceutical Elegance

Specialists in Reliable Remedies and High Class Toilet Goods, under Druggist's own Name.

A Large Variety of Wrappers to Choose from. Write for Prices and Samples.



"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."



"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

The most successful practitioner appears to be the man who prides himself on being a commercial chemist, and who discards the professional ideal and regards himself as a trader pure and simple. The old problem of dispensing by doctors is acute in England to-day as elsewhere. It is estimated that 10,000 of the 40,000 registered doctors in Great Britain do their own dispensing, but in this connection a new era has appeared on the horizon. The far reaching National Sickness Bill recently launched on the nation by the British Chancellor of the Exchequer decrees that doctors shall prescribe and chemists shall dispense the medicines required for the twelve millions of people who will come under the scope of the Bill. By no class will this proposal be received with greater pleasure than the chemists in certain North of England towns who, if rumor be correct, rarely have the sight of a prescription. The prominence given to the sidelines in Canada is not so prominent in England, while the soda fountain business is, apparently, considered of little value.

Chemists are protected by the State in Great Britain so far as the sale of scheduled poisons is concerned, and it is an offence for an unregistered person, limited companies excepted, to take, or exhibit, the title of "chemist and druggist." The craft has the unique privilege of being its own policeman as the laws appertaining to the practice of pharmacy are administered by the Pharmaceutical Society. Thus it sometimes happens that the Society has the duty of proceeding against one of its own members. The curious anomaly about this duty imposed on the Society is that the official pharmacists' organization loses, roughly speaking, about two thousand dollars a year in carrying out this work. Penalties in certain cases are paid to the Society, but the cost of administering the acts is so great that the Society is out of pocket to the extent mentioned.

Pharmaceutical education in Great Britain is now undergoing a radical change. The curriculum system which works so successfully in this country, is to be adopted in the Motherland. By this means it is hoped the very large percentage of failures at the statutory examinations will be considerably reduced.

The position of President of the Pharmaceutical Society is now held by a London Pharmacist, Mr. Chas. B. Allen, who is greatly interested in the pending changes in the system of pharmaceutical education.

This article would be incomplete without some reference to the thorny question of Imperial reciprocity in regard to pharmacists' certificates. It will be remembered that this matter is continually cropping up on both sides of the ocean. The Canadian view of the subject is well known to readers of this Journal, but it was interesting to the writer to find the statement that Great Britain is seriously desirous of pharmaceutical reciprocity well founded. One gathered, however, that a weak point in the Canadian case, from an English point of view, is that pharmaceutical reciprocity does not exist among the different provinces of the Dominion. That is a difficulty which will have to be faced before the consummation of Imperial reciprocity on the lines everyone so much desires. Canada is still regarded as the young men's country in England, and it seems only obvious that every facility should be placed in the way of pharmaceutical emigrants, while, on the other hand, Dominion pharmacists wishing to practice in England should be met on an equal footing. Anything which tends to cement the ties of kinship between the Dominion and the Motherland is worthy of the serious attention of both countries. It is but natural that at a time when the consolidation and unification of the Empire comes prominently before the two peoples the movement in favor of reciprocity is unconsciously stimulated and heartened.

ONTARIO COLLEGE OF PHARMACY.

The nomination for the members of the O.C.P. has resulted as given below. Six of the former members of the Council have been returned by acclamation, and there will be a contest in seven districts. The results of the election will not be known until after August 3. The following are the candidates nominated :

District No.	1	H. Watters, Ottawa.
"	2	E. W. Case, Picton.
"	3	J. H. Jury, Bowmanville.
"	4	J. A. Taylor, Toronto. W. H. Worden, Toronto.
"	5	G. E. Gibbard, Toronto. G. A. Reid, Toronto.
"	6	C. A. Nettleton, Penetanguishene, H.G. Robertson, Barrie.
"	7	A. J. Greenwood, St. Catharines ; B. Griffin, Hamilton.
"	8	Alex. Stewart, Guelph. T. F. Browne, Shelbourne.
"	9	R. A. Harrison, Dunnville. T. E. McClellan, Galt.
"	10	C. T. Adams, Sault Ste. Marie
"	11	J. F. Roberts, Park Hill. J. T. Pepper, Woodstock.
"	12	E. R. Wigle, Goderich
"	13	A. J. Johnston, Sarnia.

MEETING OF THE CANADIAN PHARMACEUTICAL ASSOCIATION.

The time has been fixed for the 1911 convention of the Canadian Pharmaceutical Association to be held in Montreal. The date of the meeting being from Monday, August 28th to Friday, September 1st.

The arranging of an official program has not been completed, so that only a general announcement can be made.

The Montreal College of Pharmacy has tendered the use of their building for the purposes of the convention, and the probabilities are that this offer will be accepted, and the meeting of the convention held in the Assembly rooms of the College building.

Members will assemble on Monday evening at a reception which will afford an opportunity for renewing old acquaintances and making new ones.

On Tuesday morning the regular business of the convention will be taken up, the first item of which, after the routine business presented, will be the President's address and Secretary's report, and business arising out of these.

Committee work will then be entered into, and during the following days the reports of various committees will be presented and discussed. It is anticipated that commercial affairs will occupy a fair portion of the time, as a number of questions are presenting themselves for action, among them the "Establishing of a parcel post delivery," as announced by the Government at Ottawa. The "payment of wages to Weights and Measures Inspector out of the general funds of the Dominion."

A number of interesting papers have also been promised on scientific educational and commercial questions. These, together with the reports of committees, will fully occupy the time of the convention.

A programme of entertainment is being prepared by the local committee which will afford an opportunity for delegates and members attending, to visit many interesting points in it and around Montreal.

Every member in the Dominion, who can make it convenient should feel it a duty to attend this convention and maintain the high standard set at the Halifax convention in 1910.

PRINCE EDWARD ISLAND PHARMACEUTICAL ASSOCIATION.

The annual meeting of the Prince Edward Island Pharmaceutical Association was held at Charlottetown, June 22nd. Mr. D. M. Reddin occupying the chair in the absence of the President. The reports of the executive showed that the affairs of the Association were in a prosperous state. Reports from the different committees were presented and on motion adopted.

The following officers were elected for the ensuing year :—President, J. E. Jamieson ; Vice-Pres., A. R. Crosby ; Secretary, Reg. M.M. Johnson ; Treas., Hon. G. E. Hughes. The Council consists of the officers of the Association together with Messrs. D. 'M Reddin, G. A. B. McDonald and E. A. Foster. Auditors, E. A. Foster and G. A. B. McDonald.

SASKATCHEWAN PHARMACEUTICAL ASSOCIATION.

Organization of this provincial association was completed on Thursday, June 15th, at Regina.

The Pharmacy Act recently enacted by the Saskatchewan Legislature provides for the appointment of the first council of seven by the Lieut-Governor-in-Council, and for the election of all subsequent councils by the votes of the members of the Association, which may, either be by one ballot containing all names of nominees, or, otherwise the province may be divided into electoral districts.

In a careful reading of the Act as passed we are impressed with its similarity of provisions to those contained in the Ontario Act, less one important feature, which is lack of proper control over joint companies, the Act only provides that a qualified pharmacist must be in charge of a company store. The Act contains one commendable provision, the Association must meet in convention at least once a year. The lack of this is a weakness of the Ontario Act.

Provision is made for the establishment of a teaching school and holding examinations for pharmacy students, and the Council is clothed with authority to fix fees for students and members. Prohibition of the sale of cocaine and its salts and control of prescriptions containing this drug are concluded in the Act. The provision is similar to that contained in the Ontario and B. C. Acts.

Acting on the authority given in the Act, the Lieut.-Governor appointed the first council, naming as such Walter Pennington, Moosomin ; A.D. Ferguson, Wolseley ; John Nicoll, Battleford ; A Dulmage, Saskatoon ; R. B. Taylor, Melville ; H. Porteous, Carlyle, and Robt. Martin, Regina.

The first meeting of this Council was held in Regina on Thursday, June 20th, when the following officers were elected :—President, W. Pennington, Moosomin ; Vice-President, A. D. Ferguson, Wolseley ; Registrar and Treasurer, Robert Martin, Regina.

Many matters came up for discussion, the principal one was that of organization. The registrar was instructed to notify all members of the Association that the first general meeting of the Association would be held in Regina on July 11, at which all members were requested to make a point of being present.

Frosst's Perfected Blaud Capsules

S.E.C. No. 71 "Frosst" Blaud Tonic Laxative, R 2.
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Five new capsules, manufactured with the same care of detail which characterizes the products of "Frosst."

Physicians appreciate the fact that Frosst's Capsules contain true Ferrous Carbonate in a fresh condition.

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Chocolate Maple Walnut
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" Caramels
" Coco Balls
" Assorted
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A few of our specialties, which are put up in Packages to retail at **10c each.**

We make them right so as to create a demand for them. We pack them right so that there is never any complaint from your customers.

Delicately flavored and never weary the taste. Will revive your business during the dull season. There is good business and good profit to be made handling this line of Package Goods.

Superior quality and the **prices are right.**

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Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods ?

PHARMACY IN GREAT BRITAIN

Pharmacists and National Sickness Bill—Government and the Sale of Patent Medicines—Medicine in Canada—Alkali Works Registration.

(From our London Correspondent.)

The National Sickness Bill continues to be the chief topic of conversation in pharmaceutical circles all over the country. Throughout Great Britain and in many parts of Ireland, meetings of pharmacists have been held to draw attention to the demands of chemists in connection with the proposed measure. The Chancellor of the Exchequer has been interviewed by a representative deputation from the Pharmaceutical Societies of Great Britain and Ireland, and a sympathetic reply was given to the representations made to him. Draft amendments to the Bill are proposed by the pharmaceutical community providing that the dispensing of medicines under the scheme, and the supply of drugs and medical appliances, shall be in the hands of registered chemists and druggists. They also claim that the provision for the supply of drugs shall be made by local health committees, and not by friendly societies; no "bargaining" with the friendly societies is wanted by chemists. Pharmacists also desire to be represented on the local health committees, and on the advisory committee, and that remuneration shall be on a scale system, and not on a capitation basis. On July 6, a largely attended mass meeting of chemists was held in London under the auspices of the Pharmaceutical Society, to consider the medical aspect of the Bill. Addresses were delivered by Mr. C. B. Allen, President of the Society, Mr. W. S. Glyn-Jones, M.P., Mr. Richard Winfrey, M.P., and others. Resolutions were carried urging the amendment of the Bill on the lines already indicated. It is satisfactory to note that the medical profession is heartily supporting pharmacists in this matter'

* * * *

The sale of Patent Medicines formed the subject of a question in the House of Commons recently, and elicited an important answer from the Home Secretary. Mr. H. G. Chancellor asked Mr. Winston Churchill whether he had received a communication from the Royal College of Physicians recommending that manufactrers and vendors of patent medicines should be compelled to print on the labels of the bottles or other vessels the exact composition of such medicines and the amount of each constituent; and whether, if he gave effect to this recommendation, he would take steps to make the rule applicable to the various vaccines and serums imported from abroad and those manufactured in this country. In reply, Mr. Churchill said that he had been in correspondence with the Royal College of Physicians on this subject. He had no authority to take the step suggested, but he thought that the question of the conditions of the sale of patent medicines might usefully be considered by a select Committee next session. He could not at present express any opinion as to whether the enquiry should be extended to vaccines and serums. This reply has been warmly welcomed by many medical men and pharmacists.

* * * * *

"Medicine in Canada" is the title of an article in the British Medical Journal of July 1, which is not without some interest to pharmacists, inasmuch as the question of diploma reciprocity is again raised. "On April 24th," the article states, "the end came to the long struggle for consolidation of the medical profession in Canada. For ten years the matter has been before the various provincial legislatures and the Dominion Parliament, and it seemed to become more confused as time went on. On the date mentioned, however, the Dominion Senate formally passed certain amendments to the Canada Medical Act, and the leaders of the profession have obtained the desire of their hearts." The gist of the article is that "the whole affair was a struggle to obtain freedom of practice in the nine provinces for all physicians who are properly qualified to practice in any one. This has now been accomplished. The question was further complicated by being bound up with reciprocity in medical degrees with Great Britain, and that difficulty had first to be removed. This only made the situation still more anomalous; for, while a means had been found by which reciprocity could be obtained between the various provinces and parts of the Empire outside of Canada, there was none by which reciprocity could be obtained between the various provinces themselves. For ten years the attempt to obtain a full measure of reciprocity between Canada and England, or between the nine provinces themselves, ended in failure." The efforts which were taken at various times to bring about the desired result are then enumerated in the article, and it is added all that now remains is to have the Bill put into effect by formal accept-

ance on the part of the various provinces, all of which, it is understood, have already expressed approval of the measure. The question naturally arises: If medical consolidation and reciprocity can be brought about in this way, why not pharmaceutical?

The 47th annual report on alkali works which has been presented to the Local Government Board, states that the number of works in England, Ireland, and Wales is 1,266, and in Scotland 168. The average amounts of acid escaping from alkali works, salt works, sulphuric acid works, and manure works shows but slight variation from the preceding year. In no case had it been found necessary to take proceedings against the owners of registered works on account of any undue escape of noxious gases. Commenting on the sulphate and muriate of ammonia and gas and liquor works, the inspector says that whilst there are many uses to which ammonia may be put, some of which are not inconsiderable, the great outlet is, and is likely to remain, agriculture. With the exhaustion of "virgin" lands, with an increase in the world's population, and with the growing appreciation of the value of supplying to land under cultivation those substances required for the proper nourishment of plants, there would seem to be no probable lack of outlet for all the available nitrogen at command.

* * * *

An International Rubber Exhibition took place in London during the first two weeks in July. The exhibition was supported by nearly 30 governments, and provided an excellent illustration of the progress made by the rubber industry since the last exhibition in 1908. Sir Henry Blake, President of the Exhibition, mentioned at the inauguration, that in spite of the increase in production—the output of rubber now represented a value of about £85,000,000—only the fringe of a vast industry had yet been touched. The amount of plantation rubber which had yet come upon the market was small in comparison with the large quantity which would be placed upon the market within the next two or three years. It had been suggested that one result of increased production must be a fall in the price of rubber. He earnestly hoped that such would be the case. The manufacturing side of the industry was only awaiting a fall in prices to a reasonable level in order to bring about an enormous expansion of the uses of rubber. Great strides had been made in the direction of employing rubber for paving purposes.

Habits are all right if they are good habits. When they interfere with health and morals, shun them as you would a colony of snakes.

MERCK'S MANUAL FOR THE MATERIA MEDICA.

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A Ready Reference Book for the Physician and Surgeon. Containing a comprehensive list of chemicals and drugs—not confined to "Merck's"—with their synonyms, solubilities, physiological effects, therapeutic uses, doses, incompatibles antidotes, etc.; a table of therapeutic indications with interspersed paragraphs on Bedside Diagnosis, and a collection of Prescription formulas, beginning under the indication ""Abortion" and ending with "Yellow Fever"; a classification of Medicaments; and Miscellany, comprising poisoning and its treatment; and an extensive dose table; a chapter of Urinalysis, and various tables, etc. (Merck & Co., 45 Park Place New York, 1911. 493 pages. While intended for distribution in the United States, a limited number of copies have been set aside to supply requests from members of the medical and pharmaceutical professions in other English-speaking countries. Mailed on receipt of application, accompanied by postal money order for 1s. 6d., or 35 cents.)

ORIGIN OF "QUINA" AND "CINCHONA."

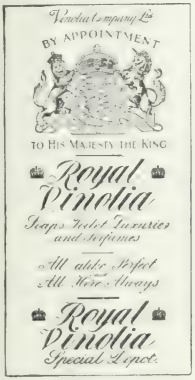
In the Dutch periodical "Teysmannia" it is pointed out that the name "quina" was originally applied in Middle and Northern South America to the pods of the Peruvian-balsam tree and to that of a closely allied species, both kinds of pod being used in medicine under the name "pepitas de quinaquina." An erroneous impression arose in Europe that what is now known as cinchona-bark was derived from one or both of these species, and as a result of this mistake the name "quina" or "kina" is still commonly applied in European countries to this bark. Cinchona is the name given by Linnaeus to the genus of trees yielding the bark, and, as is well known, is a corruption of the name Chinchon, in allusion to the fact that the bark was used successfully as a febrifuge by the Countess of Chinchon, the wife of a Viceroy of Peru, on the advice of her physician. Kina-kina is Peruvian for bark of barks, and is the origin form of quinquina.

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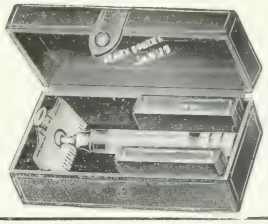
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ANNUAL MEETING OF CANADIAN WHOLESALE DRUGGISTS' ASSOCIATION.

The Canadian Wholesale Druggists' Association held their eleventh annual meeting at the Frontenac Hotel in the Thousand Islands on Wednesday, June 21st, 1911.

The meeting was thoroughly representative, there being but one centre not represented, (Regina, Sask.) The delegates consisted of the following: Halifax, N.S., L. A. Miles, F. G. Simson; St. John, N.B., H. L. Ganter; Montreal, James Rattinson, A. Lyman, J. W. Knox, W. S. Elliott; Ottawa, M. Macpherson; Toronto, Ont., C. McD. Hay, T. A. Henderson; Hamilton, Ont., A. C. Garden; London, Ont., E. C. Mitchell; Winnipeg, Man., E. D. Marton; Calgary, Alta., W. W. Bole; Vancouver and Victoria, B.C., William Henderson.

Matters of interest to the trade were discussed, and a liberal allotment of time was devoted to fraternal intercourse.

By the courtesy of Messrs. W. H. Comstock & Co., of Brockville, the members and their ladies enjoyed a ramble among the islands in the company of Mr. and Mrs. Mallory in their handsome yacht. An entire afternoon was most pleasantly spent in this way.

Coronation Day was suitably celebrated by the members.

A vote of thanks to the management of the hotel was passed in recognition of the excellence of the accommodations and service, which, with the beautiful environs and facilities for enjoyment, left little to be desired.

The following officers were elected:

Honorary Presidents—Messrs. H. H. Lyman and D. W. Bole.

President—L. J. Mylius, Halifax, N. S.

1st Vice-Pres.—C. McD. Hay, Toronto, Ont.

2nd Vice-Pres.—J. W. Knox, Montreal, Que.

Honorary Treasurer—W. S. Elliott, Montreal, Quebec.

Honorary Secretary—James Mattinson, Montreal, Quebec.

Executive Committee—A. Lyman, Montreal, Que.; E. D. Martin, Winnipeg, Man.; M. Macpherson, Ottawa, Ont.; E. C. Mitchell, London, Ont.; C. W. Tinling, Montreal, Que., and the President and Honorary Secretary.

ANNUAL MEETING OF DISTRICT NO. 13 OF THE O. C. P.

The annual meeting of this district was held at Windsor on July 5th and 6th. Notwithstanding the extreme heat, about twenty-five druggists were in attendance. A pleasing feature was the fact that District No. 11, under the guidance of (Bobs) Roberts, was present also to unite with District No. 13. President A. J. Wilkinson, of Windsor, called the gathering to order, and at a temperature around the hundred mark, welcomed the visitors to that cool city. The minutes of the last meeting were read by the Secretary, Andrew B. Johnston.

Mr. Wilkinson then called on the District Representative, A. J. Johnston, Sarnia, for his annual report. Mr. Johnston took up the matter of certain criticisms that had been made to the past expenditure of the funds of the College as well as other criticisms which had emanated from the same source as to the administration of the affairs of the College. He briefly and concisely gave his interpretation of these criticisms. He then outlined the position he had taken with others on the Council with reference to the maintaining of the membership of the Ontario Druggists with the Canadian Pharmaceutical Association. He explained that he held the position that the present funds of the College should not be devoted to outside work. That if the work of the Canadian Pharmaceutical Association was worth anything to the druggists of the Province, it certainly was worth $1 a year. He briefly outlined the work of the above Association in the past two years, and what he thought it might be possible for it to accomplish were it put on a proper financial basis. He had supported the raising of the fees of the druggists to $3 per year, in order that Ontario might contribute their assessment to the C. Ph. A. without touching the present revenue of the college. He then urged upon the druggists present to discuss the matter freely, and after over half an hour's discussion, a resolution was made approving of his position on this question and in favor of the College maintaining our connection with the C. Ph. A. This was carried with only one dissenting vote.

Mr. P. T. McGibbon, Sarnia, then read a paper on the relationship that should exist between the druggist and his apprentice. This was brimful of good mater, and later led to a lively discussion. The meeting then adjourned and proceeded to the river front in tow of Geo. Rason, Asst. Manager F. Stearns & Co., and Charlie Law, boarding their chartered launch and proceeding some seven or eight miles down the River Detroit to Shore Acres where a very toothsome repast was awaiting them. This partaken of, Mr. Rason welcomed the bunch once more to Windsor and expressed his pleasure at seeing them. Mr. Johnston, on behalf of the Association, replied, expressing his pleasure at the fact that Mr. Bert Smith and Mr. Rason had been advanced to the position of Manager and Assistant Manager of the Canadian branch of this Company since our last meeting. A silent toast was drunk to the memory of the late manager, Mr. Irving Taylor, who had made

himself the friend of every druggist. Leaving the supper table, the party adjourned to the dock, where, in the cool of the evening, on the banks of the Detroit River, their business meeting was continued. A splendid paper on window dressing was read by Mr. J. T. Pepper, Woodstock. An address by Mr. W. H. Bartram, Parkhill, on general topics of interest to the pharmacist was next. This was followed by the report of Mr. Roberts, of District No. 11, who took up the recent amendments to the Pharmacy Act made by the Consolidation Committee of the Legislature. These were discussed in all their bearings, and much information given to those present. Colonel Welch, Windsor, enlivened the evening's proceedings with several solos. The usual votes of thanks were passed, when the party again boarded the launch, arriving at Windsor about midnight, all converted Nyalists. Next morning a visit was paid to the home of the Seely perfumes, where they were met by the General Manager, shown through this well-conducted house, each given a souvenir of the visit, and returned again to the hotel where they found Mr. W. H. Grant, General Manager of the Parke-Davis Co., who took them by boat to the Detroit Rowing Club on Belle Isle where they were entertained at luncheon. Leaving here they were taken for a two and a half hour's automobile ride to Grosse Point and around the City of Detroit. After this the party broke up, returning to their several homes, and feeling satisfied the meeting had been a splendid success, and that Geo. Rason and Billie Grant were princes at entertaining.

The following officers were elected :

President—C. H. Gunn, Chatham.

Vice President—J. S. Stillman, Essex.

Secretary—A. B. Johnston, Sarnia.

Treasurer—A. D. Brander, Wallaceburg.

Executive—H. O. Fleming, P. T. McGibbon, W. W. Turner, Athol Stewart, W. McLaren.

The following message was received and much appreciated :

Albert J. Johnston,

Windsor, Ontario.

Nova Scotia Pharmaceutical Association in convention at Windsor, N.S., sends cordial greetings.

Roberts and Pepper, ripal candidates for No. 11, canvassed vigorously, notwithstanding the heat, and the call "Come on Boys" was frequent.

It was generally agreed that if the Gen. Sec., Andrew B. Johnston by our next meeting had not undertaken the support of a wife, the Council would be memoralized to cancel his diploma.

The members from the southern part of district spent Thursday a.m. in organizing a local Asso. Let the good work continue.

The Association regretted the withdrawal of Mr. A. J. Wilkinson from the presidency. He was the right man in the right place

NEW BRUNSWICK PHARMACEUTICAL SOCIETY—27TH ANNUAL MEETING.



The twenty-seventh annual meeting of the New Brunswick Pharmaceutical Society was called to order at 10 o'clock Wednesday morning, June 28, 1911, in the rooms of the Society, City Market Building, Saint John, N. B. President MacDonald in the chair.

On motion the Society adjourned to meet at the Ben Lomond House at 2 o'clock p.m.

Ben Lomond House,

Ben Lomond, St. John Co., N.B.

June 28th, 1911.

The adjourned meeting of the New Brunswick Pharmaceutical Society was called to order at the Ben Lomond House at 2 o'clock p.m., June 28th, 1911.

President S. A. R. MacDonald took the chair, and the following members were present :—A. J. Ryan, Alonzo Staples, George Y. Dibblee and C. Fred Chestnut, Fredericton ; E. J. Mahony, R.E. Coupe, H. T. Mowatt, R. D. Taylor, E. Clinton Brown, M. V. Paddock, Struan Robertson, Geo. P. Allen, Hazen J. Dick, Geo. K. Bell, R. Harry Robb, Chas. R. Wasson, Geo. A. Riecker, E.R.W. Ingraham, N. Berry Smith, and C. F. Wade, St. John ; John H. Troy, Newcastle ; Harry H. Woodsworth, Sackville ; Geo. M. Fairweather, Sussex.

The minutes of the last annual meeting were read and approved.

The report of the Council was read as follows :

To the President and Members of the

New Brunswick Pharmaceutical Society :

Gentlemen, Your Council beg to report as follows :—Six meetings have been held during the year just closed, at which the usual routine business was harmoniously transacted.

Two examinations have been held, one in January, and the other during the current month. At both a goodly number of candidates presented themselves.

During the holiday greetings were received from the Pharmaceutical Society of Great Britain, the Pharmaceutical Society of Queensland, and the Pharmacy Board of Queensland All of these courtesies have been suitably acknowledged. The President also received an invitation to attend the annual dinner of the British Columbia Phar-

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LAXOIDS, excellent laxative containing phenolphtalein.

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THE Daisy Fly Killer is a tightly sealed ornamental metal box provided with five holes, into which are secured felt wicks, and contains a fly-killing material. When filled with water an the cork replaced, and is thoroughly shaken (keeping it level), the fly-killing material inside mixes with the water and is absorbed through the wicks, which become moist and sweet from the inside contents, the flies being attracted by the moisture and sweetness in the wicks, get a taste of it and will soon die. The fly killing material inside is sufficient to last through the season, for when the water evaporates there is enough of the fly killing material inside to stand many fillings with water and prove effectual as a fly-killer. After several fillings, it is better to sweeten the water with a teaspoonful of sugar before putting it in the Daisy.

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maceutical Association, at New Westminster, on the 11th instant, but, owing to business engagements, he was unable to accept.

A small number of complaints concerning the violation of the "Pharmacy Act" have been received, and duly investigated. In this connection, while there is room for improvement, it may be confidently stated that at no time since the Act was placed on the Statute Book has it been any better observed than it is at present.

C. FRED CHESTNUT.

Saint John, N. B., June 28, 1911. Secretary.

On motion the report of the Council was received and ordered to be entered on the minutes.

The report of the Treasurer was read by Mr. Dibblee as follows:

Fredericton, N. B., June 28, '11.

To the President and Members of the New Brunswick Pharmaceutical Society:

Gentlemen, I beg to submit the following report:—I have received from—

Mr. R. E. Coupe, former Treas.	$876.24
Mr. E. R. W. Ingram, Treas.	126.50
Interest to Dec. 31, 1910	10.96
	$1223.70

Expenditures.

Salary, Secretary	$ 50.00
Salary, Registrar	50.00
Printing	12.20
Postage, etc.	7.62
Five Examiners, fees	100.00
One Examiner, travelling expenses	13.00
Advertising	29.90
Typewriting, Miss Cougle, St. John	12.85
Expenses, E.W. Mair, attend. Council	4.00
Expenses, E.R.W. Ingraham, at. Coun.	4.00
Hire of room for Council Mtg's F'ton	6.00
Flowers (deceased members)	10.00
Hire tables, St. John	2.10
Express charges, etc.	.55
Cash on hand	921.54
	$1223.70

The Registrar then read his report as follows:

To the President, Officers and Members of the New Brunswick Pharmaceutical Society:

Gentlemen, Your Registrar herewith presents his annual report.

The Register shows a slight decrease in the membership. The total number of persons qualified under the Act being 164 against 167 last year. Qualified as per list:

Business qualification	26
Diploma	62
Physicians	16
Servitude	7
	111
Diplomas not registered	53
	164

Two examinations have been held and diplomas granted to three successful candidates. I would suggest that steps be taken to amend the regulations for examinations, as they do not suit present conditions. Last January the Society was put to the expense of an examination on the application of one candidate who paid $1.00 for re-examination. Another change I would suggest is the one requiring candidates to send in their applications ten days before the examinations. This regulation has for many years been ignored by the Council and the Examiners. As neither body wished any technicality to stand in the way of students who wished to take the examinations. The result of this has been that the majority of applications are received within a week of the exams., and sometimes on the day appointed for the examinations. This makes it very difficult for those in charge to make proper arrangements in regard to seating accommodation and copies of questions. I think it would be wise to shorten the time to five days and have the regulation strictly adhered to.

Previous to the last two examinations, post cards bearing notice of examinations have been sent to every member of the Society, as well as to many whom I had reason to think would want the information. The newspaper advertising has been continued as required by law.

It is seldom that a year passes that death does not claim one or more of our members. The year just closed has been no exception. Two of our members have been taken from us since our last meeting. Mr. George W. Hoben, and Mr. P. J. Donohue. Mr. George W. Hoben was a charter member of the Society, and a man who will be greatly missed by his fellow druggists and by the community at large. His genial and hearty manner—his sterling business integrity—and his invariable willingness to co-operate with his fellow druggists for the general good, secured for him a large circle of friends who will mourn the loss of a genial companion, a good friend and a citizen whom any community could ill afford to lose.

Mr. Patrick J. Donohue was another member whose death the Society has cause to mourn. Mr. Donohue was for many years active in all matters pertaining to the welfare of the Society. He was a member of the Council, and in the office of Treasurer, which he filled for several years, proved a capable and painstaking officer.

To the bereaved ones, in whose family circles the death of the friends just named has created a sad gap which cannot be filled, we tender our sincere sympathy.

One complaint has been received by the Registrar in regard to stores run by unqualified parties. The store referred to has since been taken charge of by a member of the Society.

Financial Statement.

Cash received from 102 registrations @ $3	$306.00
Cash received from 15 applications @ $5	75.00
Cash received from 5 diplomas @ $5	25.00
Cash received from 20 re-examinations @ $1	20.00
Cash from 1 sale Poison Registrar	.50
	$426.50

Cash paid Treasurer per vouchers 426.50

The demand for the annual fee met with the usual ready response, and there are no arrears for the current year.

Respectfully submitted,

(signed) E. R. W. INGRAHAM.

Registrar.

The Auditors, Messrs. R. E. Coupe, and E. Clinton Brown, having reported that they had carefully examined the books of the Treasurer and Registrar, and found them correct, on motion their reports were received and ordered to be entered upon the minutes.

A communication from Mr. R. C. Fuller, President of the Nova Scotia Pharmaceutical Society, was read, in which he expressed his regrets at not being able to accept the invitation to attend this meeting of our Society.

Mr. R. E. Coupe presented a verbal report on behalf of the delegates to the 1910 convention of the C. Ph. A., at Halifax.

The President then addressed the Society as follows :—

To the Members of the New Brunswick Pharmaceutical Society :

Gentlemen,—Once more we meet to review the history of another year in the life of our Society and to plan better things for the future.

While in some ways this has been rather an uneventful period, the reports of our several officers show, I am glad to say, that the affairs of the Society are in a flourishing condition.

It is a pleasure to see so many of the fraternity in attendance to-day and the example set by the Saint John members in their large representation and zealous work in connection with the annual meetings may well be emulated by us from other sections of the province ; indeed the success of the past two "Annuals" would indicate that interest in the welfare of the Society is on the increase. This is as it should be, for nothing but benefit can result from these friendly discussions of topics vital to us all.

The old question of the illegally conducted business will probably once more claim your attention, and in this connection I must reiterate what has been pointed out by my predecessors, viz. that the duty of the council would be clear and easier of performance did those who complain of these infringements of the Pharmacy Act make a definite charge against a violator instead of vaguely complaining that the act is not being enforced. During the past year in the only case in which a specific charge was laid, the Council immediately took such action as resulted in the legalizing of the establishment.

The fact that so few candidates succeeded in passing our two examinations should impress upon us the need for some scheme of pharmaceutical education for our clerks, and I have no doubt that the mutual consideration of the subject by the three maritime provinces would result, perhaps not in the near future, but sooner or later in the adoption of some system which would meet this requirement.

You will hear the report of our delegates to the annual convention of the C. Ph. A., held at Halifax last fall, and I take this opportunity to say that I consider our affiliations with this body as beneficial to us, individually, and as a society.

And now, Gentlemen, I desire to thank you for the great honor which you have conferred upon me in electing me your president for the past year, and also to express my gratitude to the officers and members of the Council for their prompt attendance at meetings, and their able assistance in transacting the business of the Society. (signed)

S. A. R. MacDONALD,

June 28, 1911. President.

On motion the President's address was received and ordered to be entered upon the minutes.

The President reported that Mr. J. D. B. F. Mackenzie, of Chatham, had advised him that several nuns connected with the Hotel Dieu, in that town, wished to take the examination, and qualify under the Pharmacy Act. Owing to the regulations of their order, however, it would be impossible to take the examination in public. After some discussion it was decided that the President could advise Mr. Mackenzie that if the nuns referred to, would come to St. John at the time of the regular examination, the examiners would wait on them at the Convent there, and conduct a private examination for their benefit.

The matter of obtaining better railway rates for members attending the annual meeting was brought up by Mr. Woodsworth, of Sackville.

After several others had spoken, the Secretary was instructed to communicate with the railway authorities before the next annual meeting, and ascertained what could be accomplished in this direction.

The next order of business being the election of Council, the following were nominated :— Harry Robb, E. R. W. Ingraham, C. Fred Chestnut, Arthur J. Ryan, S.A.R. MacDonald, E. W. Mair,

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WOOD WINDOW FIXTURE
YOUNITS
TRADE MARK

$25.00 Set



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Your show windows reflect to the passer-by what he may expect to find inside. They are the index to the class of goods you carry. A slovenly dressed window or one attractive than one not dressed at all, or dressed carelessly. My YOUNITS stand ready to help you.

Have you ever realized the business producing possibilities of your show windows. Can you realize that only one person out of every TEN HUNDRED possesses by drug sundries buy. Is this not an opportunity for you to get one of the above in of the other 999. There is only one answer to this business setback and that is CHANGE YOUR WINDOWS OFTEN. MAKE YOUR WINDOWS MORE ATTRACTIVE, PAY MORE ATTENTION TO YOUR WINDOWS. To accomplish this extra demand, good merchandising. $25.00 invested in my YOUNIT SYSTEM of WINDOW FIXTURES will wipe out the crime.

Are you big enough and broad minded enough in a business way to turn your show windows into money-making machines. Would you consider it a good investment to spend $25.00 if you knew that that $25.00 would create enough additional trade to your store so that profit on same would pay you back. I have got just what you need to help you in your show window proposition, and will be glad to help you carry out the plan.

There is no time or need to explain the

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Remember one thing, my FIXTURES are not a novelty or a play thing. They are nothing more or less than a set of YOUNITS made of SOLID OAK, with which you can make suitable Window FURNITURE and FIXTURES to help you make attractive window displays, and all may be done without the aid of a TOOL or EXPERIENCE.

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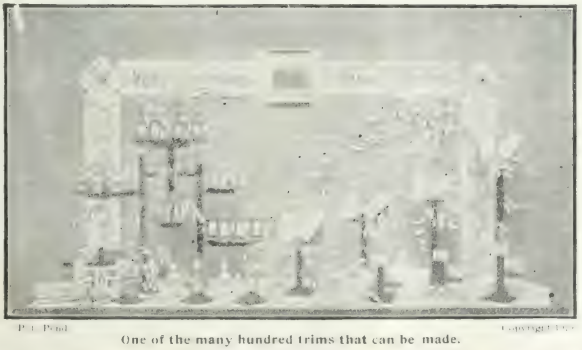
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Alonzo Staples, Chas. A. Burchill, Geo. Y. Dibblee, John M. Wiley, A. Wilfred Combes, A. D. Johnston.

There being no further nominations, the twelve named above were declared elected.

Mr. Dibblee, on behalf of the Fredericton members, invited the Society to hold its next annual meeting at Fredericton.

Amendments to the Pharmacy Act were considered at some length with the result that the Council was authorized to have any changes made which were deemed advisable.

On a ballot being taken, the following were elected delegates to the 1911 convention of the Canadian Pharmaceutical Association, at Montreal :—R. E. Coupe, M. V. Paddock. Alternatives :- Geo. A. Riecker, Chas. A. Burchill.

On motion the Secretary was instructed to advise the Secretary of the C. Ph. A., that the first week in September was the choice of this Society for the meeting of the C. Ph. A.

On motion the Society adjourned.

S. A. R. MacDONALD, President.
C. FRED CHESTNUT, Secretary.

At a meeting of the Council of the New Brunswick Pharmaceutical Society, held immediately at the close of the general meeting, the following officers were elected :

President—R. Harry Robb, Saint John.
Vice President—Arthur J. Ryan, Fredericton.
Secretary—C. Fred Chestnut, Fredericton.
Treasurer—Geo. Y. Dibblee, Fredericton.
Registrar—E. R. W. Ingraham, St. John West.

C. FRED CHESTNUT, Sec.

ANNUAL OUTING OF NEW BRUNSWICK PHARMACEUTICAL SOCIETY.

The annual outing of the New Brunswick Pharmaceutical Society took place at Ben Lomond, Saint John County, N. B., June 28th, 1911, with the Saint John members as hosts.

Leaving Saint John about eleven o'clock in the morning, a beautiful carriage ride of ten miles, landed the party at the "Ben Lomond House," Headquarters for the day. Here at one o'clock a bountiful luncheon was served. Immediately afterward the annual meeting was convened. When the business had all been disposed of there were various amusements to while away the time. Not the least enjoyable of which were trout-fishing, and motor boating on the lake.

At seven o'clock the annual dinner was announced. It was held in the main dining-room of the hotel. The tables were arranged in the form of a "T," and nicely decorated. President-elect Robb, occupied the chair, with the retiring President, Mr. S. A. R. MacDonald, on his right. Vice-President elect Ryan, held down the chair. Among the guests present were Messrs. H. L. Ganter, J. G. Stonehouse, F. X. Morris, M.D., and R. E. Lyons.

After ample justice had been done to an excellent menu, the usual patriotic toasts were honored. Mr. R. E. Coupe, in a few humorous remarks proposed the health of the "Officers of the New Brunswick Pharmaceutical Society." The Officers-elect replied briefly. "The Medical Profession" brought Dr. Morris to his feet. "The Wholesale Trade" was ably responded to by Mr. Ganter, of the National Drug Co., Mr. Stenhouse, of the Canadian Drug Co., and Mr. Lyons, of Stone Limited. Mr. Coupe favored the gathering with one of his witty speeches, in response to the toast of his health.

Whereupon Mr. Struan Robertson, prefaced by some complimentary remarks, moved that "The thanks of the Society be presented to the landlady of the Ben Lomond House, Mrs. S. H. Barker, for the able and satisfactory manner in which she catered upon this occasion." The motion was carried unanimously, and Mrs. Barker was tendered an ovation, when she appeared a few moments later on Mr. Robertson's arm, to be formally thanked by the President.

The function was then brought to a close by singing "Auld Lang Syne," and "God Save the King."

The city was reached well before midnight. Thus ended one of the most enjoyable gatherings of the New Brunswick Pharmaceutical Society. Thanks to the Saint John members.

PHARMACEUTICAL EDUCATION IN SWITZERLAND.

With reference to the question of pharmaceutical education which is now being discussed in your columns, I would like to mention that in Switzerland University studies are of two years' duration, and will likely soon be of two and a half years. But this is not all. Before entering apprenticeship, the young pharmacist has to pass the Maturity Examination, something like your Bachelor of Arts, the same examination as every clergyman, lawyer, doctor, etc., must go through before his admission at the university. So the chemist is the equal to every other student. Two years later, after apprenticeship, we pass another examination, the "propendantic," which gives the right to serve as an assistant, and only at the end of two years' study he is allowed to go in for the final professional examination, conferring the right of managing a pharmacy. Some of your readers may be interested in these details.

C. BUHRER, Clarens-Montreux, Switzerland, January 24th, 1911.

Pharm. Journ. and Pharmacist.

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

The Pharmaceutical Association of the Province of Quebec held its annual meeting in Montreal on the 13th June, when it was noticed, once more, how few in number are the druggists taking interest in the Association matters.

But if the number was not what it should be, the quality of members present was a consolation.

The annual report printed and circulated amongst the members, gives the following information :

The Preliminary Board of Examiners held their quarterly examination in Montreal and Quebec in July, October, January and April last, when 83 candidates presented themselves, and of these 40 were admitted.

The Major and Minor Board of Examiners held their semi-annual examinations as follows : In Montreal on September the 26th to 29th, 1910, inclusive, when the following candidates passed, namely : As licentiates : Messrs. A. Pruneau, Chs. Albert, L.Z. Milette and J. O. Houle.

As certified clerks :—Messrs. W. Paquin, (silver medal), V. Cote, C. H. Blouin, H. Lanouette, A. Lanouette, J. de Corialis, H. Granger and A. D. Landry.

In Montreal, on April 24th to 28th, 1911, inclusive, the following candidates passed, namely: As licentiates :—Messrs. Jos. M. Loranger (gold medal), A. H. Jassby, M. Ginsberg, J. V. Richmond, H. M. Davies, H. Lanouette, W. Lessard, J.H. Lecavalier, E. A. L'Esperance, C.A. Champagne, J. A. B. Doray, Ls. Lavesque.

As certified clerks :Messrs. H. Phaneuf, E. K. Beleniss, Philias Paquin, F. H. Budd, Julien Choquette, Emile Lebarre, Jos. B. Rastoul, J. Z. A. Fortin, W.M. Barnes, W. Chamberland, Ph. R. Thomas A. Bergeron, L. R. Sabourin, Jos. Gagnon, V. Boucher, J . H. Daigle, Ls. Blouin, Ls. Ald. Cyr, E. A. Gadbois, and Ald. Lecavalier.

A very important question was brought up before the meeting by M. Jos. Contant regarding the exemption of Minor examination to students who have obtained from a School of Pharmacy affiliated to a University the degree of Bachelier en Pharmacie.

A long discussion followed, several members taking part in it in favor or against, when finally this question was referred to the incoming Council.

At this meeting six members for the Council were elected : Messrs. A. J. Laurence, John E. Tremble, Jos. Contant, O. H. Tansey, J. E. W. Lecours, and E. J. Nadeau.

The composition of the new Council will be as follows : Messrs. J. E. Tremble, A. J. Laurence, W. P. LaRoche, C. E. Scarff, Alf. L. Jolicoeur, O. H. Tansey, J. E. W. Lecours, Jos. Contant, J. A. D. Godbout, Edm. Vadboncoeur, E. C. Fraser and E. J. Nadeau.

At the first meeting of the new Council held on the 5th July the following officers were elected : Messrs. J. E. Tremble, re-elected President ; Edm. Vadboncoeur, 1st Vice President ; Alf. L. Jolicoeur, 2nd Vice President ; E. J. Nadeau, Treasurer.

The preliminary Board of Examiners is re-appointed.

The Board of Major and Minor Examinations will be composed of Messrs. A. B. J. Moore, Henri Lanctot, W. H. Chapman, O. St. Amour, Henry Willis and A. R. Farley.

The next Major and Minor examination will take place in Quebec on September the 25th.

The Preliminary Board of Examiners held their quarterly examination in Montreal last week, when 20 candidates presented themselvee.

The following names, by order of merit, are those who have passed namely :—M.M. Gedeon Paquin, P. Emile Leduc, G. E. Masse, Victor Roberge, Miss Dora Schacher and Emile Bedard.

The following passed on all subjects but one, and will have to present themselves at the next examination for that subject :—Ls. I. Racine and Joseph Kelly, for Arithmetic ; Paul Gagnon, for Latin.

The examiners were : Professors J. O. Cassegrain, of Jacques-Cartier Normal School, and Isaac Gammell, of the High School, with M.M.A. J. Laurence general supervisor, and Victor Giroux supervisor for Quebec and vicinity.

The next examination will take place the 5th of the month of October.

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4 "		2 "
5 "		2 "
6 "		1 "
8 "		1 "
16 "		1 "

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The application of acacia in the preparation of mixtures, pill and capsule masses, and even ointments, are numerous; in some pharmaceutical manipulations acacia serves as a safety agent, insuring the proper equal division of the doses prescribed by the physician. Because pharmacists are always careful to observe the physicians directions as regards quantities, and the amount to be taken in a single dose, the use of a "shake" label is often resorted to, but this is not always the best method to pursue. Such labels, however, are of great importance on some occasions, and in the case of soluble mixtures where precipitation is apt to occur on standing. A well-known instance of this is the mixture of tincture of hyoscyamus and solution of potassa, a combination of a tincture containing an alkaloid with an alkali. The danger of an unequal division of doses is greatest, however, in the case of the more or less insoluble synthetic chemicals, of the coal tar series.

The Antiquity of Acacia.

From ancient times acacia has been known and used for the purpose of suspending drugs in mixtures. And just here it may be of interest to touch on the great antiquity of the gum. According to Fluckiger and Hanbury (Pharmacographia), acacia was an article of commerce in the seventeenth century before our era, the Egyptian fleets bringing the gum from the gulf of Aden. Mention of the gum is of frequent occurrence in Egyptians inscriptions. Among the ancient Greeks it was used as early as the third or fourth century before Christ. The word, acacia is indeed, of Greek origin, being used in the writings of Dioscorides, who was the author of a classical work on botany and medicine which had a great vogue in the fourteenth century, and was translated into many languages, including the Arabic, Italian, Spanish, French and German, while numerous Greek and Latin versions are still extant. Pliny, who borrowed freely from Dioscorides, without giving credit, describes the Egyptian gum (kami akanthei, which he valued at three denarii (50 cents) a pound. During the Middle Ages small supplies reached Europe through the Italian traders from Egypt and Turkey.

The choicest variety of gum acacia is the fine white gum of Kordofan known as Picked Turkey Gum, but six or seven varieties of acacia figure in commerce, the Senegal gum from the French colony of Senegal, being much esteemed, it is obtained from the same species of Acacia as the Kordofan, namely, Acacia Senegal.

A Digression on the Capacity of Teaspoons.

To revert to the question of the equal division of doses and the danger arising from carelessness in the observance thereof, a word may be in season regarding the variations in teaspoons. When physician describes doses of one fluid drachm he means that sixty minims shall be taken, but his intention is frustrated if the patient uses any teaspoon that may be at hand. I have taken the trouble to collect a number of teaspoons from different customers and by determining their respective capacities found them to vary in measurement from ninety to one hundred and twenty minims. My attention was sharply directed to the variations in the capacity of teaspoons after having dispensed a prescription calling for morphine sulphate, gr. ii, in essence of pepsin, oz. i, the dose of which was dr. i every hour until relieved. After the patient had taken the third dose he called me up and complained of distressing after effects. Upon investigation I found that the teaspoon he was using held 110 minims, so that the patient was actually taking half grain doses instead of the quarter grain doses prescribed. This occurred with a clean, simple mixture. If the preparation had contained insoluble ingredients of perhaps a toxic nature held in suspension, the result can be imagined. The only way to remedy matters is to advocate the use of accurately marked medicine glasses, verified and certified.

Acacia an Inert Drug.

While gum acacia is one of the most commonly used and indispensable adjuncts for the pharmacist which is official in all the pharmacopoeias of the world, it is yet the most inert and the least valuable therapeutically of all crude drugs. Only limited space is given to a description of it in the United States Pharmacopoeia, and all pharmaceutical text books dismiss it briefly. It is true that from the standpoint of the botanist, chemist or toxicologist, little can be said of the drug, other than to state its origin, nature, different varieties, adulterants and other facts of a pharmacognostical nature; but as a practical pharmacist, acacia, in my opinion, heads a very important list. I have, therefore, chosen this drug as a subject for discussion, particularly as it relates to dispensing, because I find it is a drug that has been considerably neglected.

An Inert Drug.

Acacia is sometimes used therapeutically for the relief of bronchial inflammation, gastrointestinal irritation, dry fauces, and as an emollient. Pharmaceutically it is used on account of its glutinous properties, having no chemical qualities worthy of consideration, except its acidity, due to the presence of arabic acid or acid calcium arabate.

Acacia is indispensable in pharmaceutical pur-

adox) in certain mixtures, solutions, pills, capsule masses, compressed tablets, and even in some ointments, and it is far superior to tragacanth, which is insoluble in water, chondrus exact nature of which is not established and frequently contains traces of iodine and bromine,) dextrin, starch, honey, glucose, and glycerite of starch, all of which have individual objections, owing to their chemical nature and their contraindications in therapeutics; it is superior to paraffin and wax, which are insoluble in the intestinal tract. In fact, it comes to our assistance many times when everything else fails or is contraindicated.

Acacia as an Excipient.

In a good many cases acacia, either alone, or in combination, is to be preferred as a pill excipient. John Howard Witherow in the American Journal of Pharmacy for September, 1889, page 466, suggests a useful excipient for substances that are difficult to mass. This is directed to be made by dissolving with the aid of gentle heat gum acacia, gr. C, and benzoic acid gr. v, in glycerin oz. ii, with the addition of common glucose oz. iv. Another good formula consists of eight parts of pulverized acacia dissolved in ten parts of glycerin by heating on a water bath until clear. Hager recommends the employment of one gram of acacia to one hundred pills in the well known Pil. Asiaticae, which contains arsenic and black pepper. We see the importance of this mass when we consider the large dose of arsenic—about one twelfth of a grain in each pill.

The French Pharmacopoeia of 1908 requires the use of gum arabic instead of gum tragacanth in Blaud's Pills, while the United States Pharmacopoeia orders acacia as an excipient in ferrous iodide pills, phosphorus pills, and podophyllum, belladonna and capsicum pills.

Where acacia is referred to by me I mean the pure pulverized or finely granulated gum, free from starch, dextrin or artificial acacia necessary to turn out a uniform, homogenous mixture, mucilage, excepting where the latter is freshly prepared, since it deteriorates rapidly on standing, often becoming acid and mouldy.

Instances of Utility of Acacia.

Frequently in practicing dispensing I have found the use of acacia necessary to turn out a uniform, homogenous mixture, and to provide for an equal division of doses, as in the following:

Acid sodium oleate..... .....Gm. 0.1
Acid salicylic..... .....Gm. 0.1
Phenolphthalein..... Gm. 0.02
Menthol..... Gm. 2.01
M. ft. cap. Mitte No. xx.
Sig.: One every four hours.

It is difficult to make a proper mass of this compound, but it may be done as follows: Rub the menthol into a fine powder and mix with the salicylic acid and sodium oleate. As soon as the mass begins to liquefy add a few grains of pulverized acacia and a few drops of water, followed by one drachm of sugar of milk and the phenolphthalein, when a nice perfect white mass is produced, which may be divided into very small capsules.

II.

Oil of turpentine..... .....mxx
Pulverized acacia..... .....gr. xxx
Compound spirit of lavender..... ...dr. i
Spirit of chloroform..... .....dr. i
Castor oil..... .....oz. i
Water, sufficient to make..... .....oz. ii

It will be seen that a satisfactory emulsion cannot be turned out with the amount of acacia prescribed. The best way is to make an emulsion of the castor oil, using at least double the amount of acacia, and add the oil of turpentine and other ingredients.

III.

Camphor..... .....Gm. 1.0
Anisated solution of ammonia..Cc. 3.0
Infusion of digitalis..... .....Cc. 180.0
M.

In dispensing this prescription it will be found that if the camphor is dissolved in the alcohol which is contained in the infusion of digitalis, together with the anisated solution of ammonia, it will not remain in solution after the rest of the infusion is added, but will separate from the mixture and come to the surface. The best way to remedy this is to add a small quantity of acacia to the camphor and add the other ingredients in order, and so form a uniform mixture with the camphor in suspension.

IV.

Pyramidon..... .....Gm. 6.0
Water..... .....ad Cc. 60.0
Mt. et Sig.: Teaspoonful every two hours.

We know the pyramidon (dimethylamidoantipyrine) is soluble in cold water only in the proportion of 1 in 15, though it is readily soluble in warm water. In the proportions here given it is insoluble. If heated to the boiling point the pyramidon will be thrown down as an oily deposit.

While the addition of acacia would make this a uniform mixture, objection has been made to its use because of some chemical incompatibility, the exact nature of which is unknown. The best course of procedure is to inform the physician of the insolubility of pyramidon in the amount of water prescribed and get him to increase the quantity and the dose.

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NOVA SCOTIA PHARMACEUTICAL SOCIETY.

The Nova Scotia Pharmaceutical Society held its 37th annual meeting in the Y.M.C.A. hall, Windsor, Wednesday and Thursday, July 5th and 6th. The druggists in attendance were R. C. Fuller, A. J. Crease, Amherst; C. A. Mumford, L. J. Mylius, J. H. Angwin, C. A. Burbidge, A. A. Thompson, E. M. McLeod, R. S. McDonald, R. J. Phillips, W. A. Flowers, C. E. Huggins, E. D. Power, F. C. Simson, Halifax; J. J. Kinley, Lunenburg; L. C. Gardner, Yarmouth; C. M. Henry, A. B. Copeland, Antigonish; J. J. Turnbull, Sydney; R. B. Dakin, H. E. Wilson, Windsor; George Hurst, Parrsboro; W. H. Pentz, Hantsport; W. Kennedy, St. John's, Nfld.

The report of the Council presented reported the year as one of the most prosperout and important in the history of the Society, naming the third annual meeting of the Canadian Pharmaceutical Association which was held in Halifax as the outstanding feature, and bespoke for that association a hearty endorsation. Five meetings of the Council had been held through the year, the principal item of which was the framing of a satisfactory pharmacy law to submit to the Legislature, which should include regulation for the registration of clerks of two years' standing who had passed a qualifying examination, and permitting them to dispense prescriptions, while in the employ of a pharmaceutical chemist, providing that no person be registered as a pharmaceutical chemist under twenty-one years of age; asking for the power for the Council to cancel registration of a pharmaceutical chemist for certain reasons; and a provision requiring proprietors to publicly display their names on the premises.

The report referred to the Lewis Bill, which had been introduced at Ottawa for the purpose of controlling the sale of cocaine, and referred to the McKenzie King Bill, which took its place as a "reasonable attempt to restrain the sale of habit-forming drugs.

A reference was made to the School of Pharmacy conducted in the Technical College at Halifax, and recommended the Society to endorse the same. The report was adopted.

The registrar's report showed a membership at the end of 1910 of 116, the largest in the history of the Society.

There are 127 drug stores in the province, an increase of three during the year, and one larger number yet reported.

It was decided to take steps to establish a permanent college of pharmacy at Halifax, and an amount was voted toward the end. The Nutritose Drug and Chemical Company, through Mr. Mylius, volunteered a subscription of $100 towards its equipment.

J. H. Angwin read a very interesting paper on the Evolution of Pharmacy in Nova Scotia, tracing the history of the drug business in various parts of the province from earliest times down to the present. The retiring council was re-elected; namely, Mr. R.C. Fuller, Amherst, N.S.; E. N. McLeod, Halifax; Mr. L.C. Gardner, Yarmouth; Mr. J. J. Kinley, Lunenbueg; Mr. C. E. Mumford, Halifax; Mr. A. A. Thompson, Halifax. The officers for ensuing year are:—President, R. C. Fuller; Vice-President, J. J. Kinley; Treasurer, A. J. Crease; Secretary, G.M. Burbidge.

On Thursday afternoon the party drove to Hantsport, where Host Pentz, of the Evangeline Hotel, spread a sumptuous dinner. The following were guests:—C. A. Smith, Windsor, Ont; J.E. Gratton, Ottawa; George Scarborough, St. John; L. A. Miles, H. C. Palmer, E. Griffin, Halifax.

The next annual meeting will be held at Antigonish.

FORETHOUGHT.

There is an old saying that "there's nothing gained by hurrying," and the assertion is true. Hurry is a rather short-sighted and blundering master, who spends a good deal of time running into things and backing out.

We have never had a high opinion of that overworked word "hustle." It injures and spoils a good deal of work and usually gets through with the job no sooner than deliberate and constant effort. A little thought before beginning a job as to how it can be best done is worth a whole lot of effort after the job is well under way.

MAN'S POSSIBILITIES.

That the first-class man can do in most cases from two to four times as much as is done on an average is known to but few, and is fully realized by those only who have made a thorough and scientific study of the possibilities of men.

This enormous difference exists in all of the trades and branches of labor investigated, and the writer, a large part of the writer, together with several of his friends have been engaged, with more than usual opportunities, for 20 years past, in carefully and systematically studying this subject. It must be distinctly understood that in referring to possibilities, the writer does not mean what a first-class man can do on a spurt or when overexerting himself, but what a good man can keep up for a long term of years without injury to his health, and become happier and better under it.—F. W. Taylor.

A REVIEW OF PHARMACEUTICAL PHARMACY.*

There are two broad aspects under which "pharmaceutical percentages" may be reviewed the purely arithmetical, and the association of arithmetical principles with an arithmetical material, if I may so express the substances the pharmacist handles. The former ought not to be productive of difficulties, but often is. The latter bristles with debatable points. Not every pharmacist grasps the arithmetic of percentages, and percentage expressions are sometimes used without a clear conception of their meaning. Some form of qualification is usually necessary to make it intelligible. "Percentage of" and "percentage on" are common sources of trouble. A man may say a certain transaction yielded 50 per cent. profit. Without qualification this is not quite clear. It may be 50 per cent. of the sale prices, which is equal to 100 per cent. on the cost, or 50 per cent. on the cost, which is equal to 33 1-3 per cent. of the sale price. Usually, in speaking of a business turnover it would mean "percentage of" sales; but again, when pricing an individual item it would just as likely be "percentage on" cost. Owners of proprietary articles in order to cut a good appearance before the trade sometimes estimate the rate of profit per cent. on the cost price, instead of "of sales," the former showing the more tempting figure. Another instance may be quoted of a purely arithmetical question upon which at one time controversy was focussed. That was in the case of liquified carbolic acid of the B.P. 1885. The acid was directed to be liquified by the addition of 10 per cent. of water. Nothing could have been more explicitly put, but strange to say, advocates were found for the attitude that 90 parts of phenol should have 10 parts of water added, i.e., it should contain 10 per cent. of water and 90 per cent. of phenol. Liquified carbolic acid made according to the directions should contain 90.91 per cent. of real acid as the simple proportion sum shows—110 : 100 : : 100 : 90.91. A liquid to contain 90 per cent. of acid would, of course, be produced by the addition of 11.1 per cent. of water—90 : 10 : : 100 : 11.1, and from a pharmaceutical point of view would be an advantage. The practical difference is not great, but it illustrates an important misconception. It was apparently such a stumbling block to many that the percentage wording was abandoned in the next edition, and we had the humiliating experience of finding it replaced by wording suited to less intelligent minds. Two samples from dispensing experience may be given :—

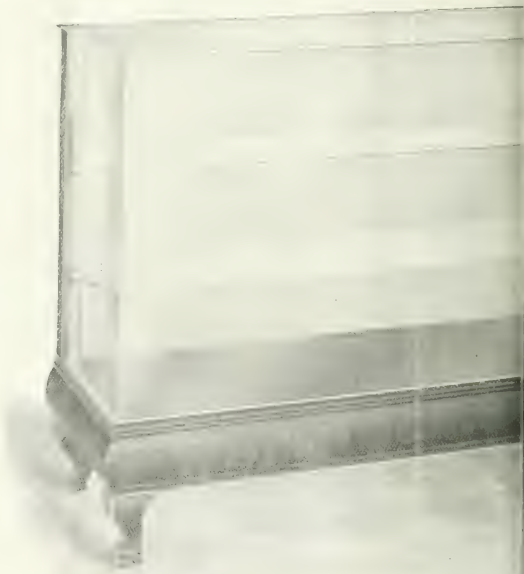
(A)

R Vaseline ..... ad
Lanoline..... ad 1 oz.
Resorcin ..... 50 pc.

The point at issue being the size of ointment ordered in each case: 2, 3, and 4 ozs. have been variously suggested as the size of this. Reference to the prescriber did not advance matters much. He would not venture to commit himself, but reiterated he wanted an ointment containing 50 per cent. This orders a 1 oz. quality and nothing else. Any other conclusion so far as calculation can only be the result of cerebral contortion. Putting aside these self conjured up difficulties, attention may be advantageously directed to those real problems which are due either to the insufficiency of our "weights and measures system," or the physical characteristics of the materials under consideration, or, what is usually the case, a combination of both. True percentage must be either weight in weight, or volume in volume, and except in a very few cases the terms are not interchangeable. However necessary the attainment of true percentage may be for scientific purposes, the realization in practical pharmacy is often fraught with inconveniences, both on practical grounds, and that of the mental conception of the final product. Especially is this so with solutions of markedly differing specific gravity. Finality is not likely to be reached, but the recognition of some common practice in certain classes of percentage problem, by pharmacists up and down the country is very desirable, not so much on account of danger or untoward effects, which after all are not frequent, but to inspire confidence in the public mind towards our calling. Apart altogether from discrepancies, in the relationship between weights and measures, the influence of specific gravity is very important. It would be expecting too much that the prescriber should be able to form a conception of what the final volume of a liquid preparation, say, would be as a true percentage, when prescribing substances of greatly differing specific gravity. Therefore when a solid occurs in a liquid, for dosage purposes, it is more readily conceived as and more conveniently executed as a proportion of a related volume. Therefore when a solid substance is prescribed in a liquid vehicle, in percentage nomenclature for dosage purposes, a proportion of the substance in a definite volume is more readily conceived, and more conveniently executed. A word about weights and measures before going further. I need not recount them at length, but just refer to the fact that is the source of so much of our trouble: that the only unit we have suitable for dispensing, in which there is a common relationship between weight and volume of

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the standard substance—water—is the ounce, so that the production even of a weight in volume percentage is not a straightforward matter. The ounce is the volume of the avoirdupois ounce at 62 degrees F. That being so, a weight in volume percentage may be made which is readily understood; but since the legal subdivisions—the minim and grain—have nothing in common, and so cannot be accurately interpreted in terms of each other, much inconvenience is caused when working with anything but round ounces. The avoirdupois ounce is subdivided into 437.5 grains, the fluid ounce into 480 minims. The apothecaries' ounce consists of 480 grains. We pharmacists appreciate how much the introduction of the metric system would eliminate misundertandings between prescriber and compounder, for although it does not take cognizance of specific gravity weight in volume percentages would be marked by uniformity of practice. The following prescriptions are typical of those met with in everyday experience, and are sufficient illustration for our purpose :—

(B)

℞ Ol. Eucalypt ..... 2% (gr. 19.2)
Ung. Paraf ..... ad ℥i.

(C)

℞ Liq. Picis Carb ..... 10% (gr. 48)
Vaseline ..... ad ℥i

(D)

℞ Menthol ..... 10% gr. 87.2
Ol. Olivæ ..... ad ℥ii.

(E)

℞ Acid Tannic ..... 10% gr. 87.2
Aquæ,
Glycerin, aa pt. eq .. ad ℥i.

(F)

℞ Zinci Oxid ..... 10% gr. 87.2
Liq. Carbonis Deterg. .. 5% gr. 43.6
Vaseline ..... ad ℥i

(G)

℞ Acid. Salicyl ..... 2% gr. 19.2
P. Amyli ..... 10% (gr. 96)
Potas. Iodid ..... 2.5% gr. 24.2
Spt. Æther. Nit ..... 2.5% gr. 24.2
Aq ..... ad ℥iv.
Sig. : ℥ii t. i. d.

Now to discuss the method of dealing with the phases of percentage compounding involved. I give you my own opinion for what it is worth. We cannot always know what is in the prescriber's mind—whether he writes what he means or means what he writes. What we think we all possess common sense—must often play its part. We should aim at the adoption of a uniform course, which in cases of doubt is not likely to err greatly from the prescriber's intention, and ensure that the public get the same quantities throughout the country. Solids in solids naturally and conveniently make up as true percentages. The only point of doubt is the meaning of the ounce sign. This, although it may read differently, does not affect the strength, but only the final weight, as in example (A). In order to form an idea what the medical profession at large intend when prescribing in percentage form, it occurred to me to go to the fountain-head and ascertain what students of medicine are taught to expect will be dispensed under the circumstances we are discussing. With that intent I have addressed three questions to the lecturers on materia medica at the Scottish universities. One—not solely connected with percentages, but of great interest to us—was as follows :—"In the case of solid preparations, is the ounce sign, ℥ i., instructed to convey the apothecaries' ounce of 480 grains or the avoirdupois ounce of 437.5?" I was surprised to find that in two cases the reply was 437.5 grains. I have always understood that the ounce sign, i., represented the apothecaries' ounce, and have invariably acted upon that. I fancy the majority of dispensers think likewise, but perhaps the meeting will correct me. The B.P. preface does not refer to the ounce sign, contenting itself with saying that the word ounce should apply to the avoirdupois ounce only. Inferentially, then, the ounce sign should convey the apothecaries' ounce, and such, I take it, is expected in the examination room. Concerning liquids in solids the following was put—"If a liquid is prescribed as a percentage proportion of a resultant solid, is it expected that the liquid will be weighed, and so give a true percentage, or measured taking a number of minims equivalent to the grains calculated?" In three cases measurement was indicated, and one by weight. In the British Pharmacopœia we find diversity of practice. In the ointment, in six cases liquids are measured (two are water, and [illegible] equivalent to weighings) and in 18 are weighed. In Conf. Sulph. the three liquids are weighed. In Lin. Pot. Iod. cum Sapone are four instances of measuring. In the pills (apart from [illegible] the six weighing liquid by measure, and in Trochi Sulphi [illegible] performed. Not much consistency is shown here, and the teachers are not unanimous. It would appear desirable to weigh in the case of ointments. When the specific gravity of the liquid is known, measurement may be resorted to after making the necessary calculation. The liquid extracts and Succ. Conii are measured in British Pharmacopœia ointments, so they may be considered a lead in similar cases. Prescriptions B, C, and F are typical. By weighing in the first case, B, the Pharmacopœial is followed. With C anyone with a taste for being original might melt the vaseline and make a volume percentage. F is a composite example which was published in The Pharmaceutical Journal, January 1, 1909, and provoked a sheaf of correspondence throughout the month as to what were the correct quantities of each ingredient. By weighing here, too, there is the satisfaction of accuracy. The ex-

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treme example of a liquid (mercury) is invariably weighed. In most cases, however, anyone who feels the desire to measure is not likely to sear his conscience unduly, and errs in good company. I am inclined to say: "After all, what does it matter?" but conscience is a terrible incubus to a pharmacist, and should the delicate flowers for nourishment? With liquids in liquids I think it will be generally accepted that percentage by volume is always intended by subscribers, and so understood by dispensers. I shall have something further to say later on in this connection. This you will note in prescription G. Another phase will be seen in examples D. and E., where solids are exhibited in a liquid vehicle. In one case the vehicle is lighter than water, and in the other heavier. Any attempt to render true percentages by weight can only lead to confusion. All the evidence of value points to interpreting these cases as weight in volume, so the issue is narrowed down. The B.P. does not call a solution a percentage unless it is true weight in weight, as in some of the acids. Here, curiously enough, considerable ingenuity is shown in expressing the same thing in a diversity of ways. "So much per cent. by weight"—100 parts by weight should contain so much—and, a liquid containing so much per cent., without mention of weight. The Pharmacopoeia, for solutions of potent drugs, and for assay purposes has adopted the principle of weight in volume percentages, using grains in fluid grains (100 of which are very nearly equal to 110 minims). Solutions made by the grain or ounce will have the same strength. These are colloquially described throughout pharmacy as percentages. A question putting the three alternatives, weight in weight, grains in 100 minims, or grains in 110 minims, was advanced with the others of the Universities. The replies were unanimous for "grains in 110 minims." Prof. Marshall said: "Practically I do not think it matters much whether 100 minims or 110 minims is used. I mean to say that the percentage error introduced is so small that no physician would be able to detect it. It would be difficult to detect it by pharmacological methods." Grains in fluid grains is the course I think we should adopt for consistency. G is an example from the examination room of a percentage prescription for internal administration. Fortunately, this is a rare practice. The fact that prescribers avoid it when giving medicine through the mouth suggests that they are not very particular what is done in other cases. I suppose they, too, would have difficulty in working out what dose they were giving. When expensive salts are used a slight difference in cost might be apparent. Weighing should be to the nearest ½ grain. The "British Pharmaceutical Codex," with a few special exceptions, made the final product of its compounds to weigh or measure 100, so that the metric system can with advantage be used. These are weight in volume percentages, when solids in liquids occur (grains in fluid grains), and, to save inconvenient calculations when using the imperial system, a table of equivalents is given, so that one may decide to make any quantity, and very easily calculate from the percentage figure the amount per ounce, pound or pint, as the case may be. One can readily weigh or measure at will, as convenience dictates, without any waste of time in calculating. This system does not seem to have commended itself entirely to the calling, for, in the coming edition, the metric and imperial quantities are to be shown side by side. The last, and perhaps the most troublesome aspect I shall touch upon in dispensing, is the case of percentage preparations of substances which are themselves expressed as a percentage of some active ingredient. The classical example that springs readily to mind is "Formalin." Here is met with a solution containing, we are told, 40 per cent. of formaldehyde, known as 40 per cent. formalin. It is commonly prescribed in disease of a malignant or urgent bacterial character, and according to the way it is looked at when prescribed in various percentage strengths—e.g.: Formalin 20 per cent. may be considered either a 20 per cent. solution of formaldehyde or a 20 per cent. solution of formalin—so it may vary very markedly in the strength dispensed, with prejudice to the patient. The makers indicate that percentage dilutions should be considered as a formic aldehyde, so that formalin 10 per cent. would be prepared by mixing 1 part of formalin with 3 of water. Following this rule we should have right on our side, but whether it would in every case represent the intention of the prescriber is another matter. In another category is the legal aspect of percentages, inasmuch as the decision does not lie finally with ourselves. The Poison Schedule to the Poisons and Pharmacy Act, of 1908, introduces a number of percentage limitations of strength in its classification. Previously, it is true, carbolic acid, and its homologues, in liquids 3 per cent. and over, had been scheduled, but, so far as I am aware no judicial decision has been given as to what constitutes a percentage under the Act. One anticipates that with coca, and allied instances, the weight in volume system of the B. P. would form the basis of any charge. It would have to be a serious departure from the path of rectitude to fall far outside that, or a true percentage. Analysts' certificates under the sales of Food and Drugs Act refer to any deficiency as so much per cent. of the amount that ought to be there—e.g.: if an active ingredient should be present in the proportion of



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10 per cent., and only 9 per cent. was found, this would be described as containing 10 per cent., whereas it is only 1 per cent. less than the strength required, so that if these Schedule substances are described as containing so much per cent. more than they ought it would count much worse than the case really was. What of chloroform, though? What does 20 per cent. mean? The custom of the trade to take liquids by measure suggests volume in volume to be the basis of calculation. A 20 per cent. by volume solution of chloroform in alcohol would approximate to 30 per cent. by weight, so that measured preparation may readily infringe the Act more by a weight standpoint. The only counsel of perfection I can give you is to "wait and see."

STERLIZATION OF SOLUTIONS.

The sterlization of solutions for hypodermic use is prescribed by the Swiss and Italian Pharmacopoeias, and will most likely be adopted by others. The following are the instructions given in the Pharmacopoeias named:

The Swiss Pharmacopoeia directs that bottles and metallic objects for such solutions should be sterilized by heating (1) for two hours in the dry air cupboard at 160 degrees C.; (2) in the autoclave at 115 degrees C. for fifteen minutes; (3) or exposure to a current of steam for 30 minutes; (4) by boiling for fifteen minutes in water or in soda solution (1 :100). Solutions of substances which are not decomposed by exposure to a relatively high temperature should be steralized either in a specially constructed steamer or in an autoclave; in the latter case sterlization is accomplished within fifteen minutes at 115 degrees C. Otherwise the solutions must be exposed to a current of steam for one period of thirty minutes, or for fifteen minutes daily on three consecutive days. The glass-stoppered bottles to be used should first be rinsed out with 1 per cent. hydrochloric acid, then with water. Corks should not be used and rubber stoppers should be boiled. After sterlization each bottle should be covered with parchment paper sterilized by exposure to steam. Solutions of substances which are decomposed by heat are rendered almost sterile by the following procedure: All the necessary utensils for weighing are immediately before use cleaned with sterile cottonwool and alcohol, and then with ether. The requisite amount of substance is then dissolved in sterile water contained in a sterilized glass-stoppered bottle. If the solution has to be filtered, this is done either by means of a funnel and paper treated by one of the methods described for bottles, or through a Chamberland or Berkfeld filter, into a second sterilized bottle. Filled ampoules are to be heated once daily to 60 to 70 degrees C. for three days. In the case of emulsions prepared with glycerin or oil, the medium is first sterilized by itself and when cool the drug is added, or the drug may be rubbed up in a mortar previously treated with alcohol and ether with the sterilized oil or glycerine and poured into the sterilized glass-stoppered bottle. Surgical dressings are sterilized by treating them in an autoclave at 115 degrees C. for fifteen minutes on two separate days, or by exposure to a current of steam for thirty minutes.

The Italian Pharmacopoeia is somewhat more explicit in some points. Ordinary hypodermic solutions are to be sterilized by exposure to air at a temperature of 160 degrees C. for half an hour, or by treatment in an autoclave. Solutions of substances which are decomposed by a temperature of more than 100 degrees C.—viz., cocaine hydrochloride, morphine hydrochloride, atropine salts, quinine, eserine sulphate, strychnine, adrenalin, cacodylates, and stovain—are to be prepared with sterile water and the container then placed in a water bath for fifteen to twenty minutes, so that the level of the boiling water in the bath corresponds to that of the solution in the bottle. Solutions of substances decomposed at about 100 degrees C. are exposed to a temperature of 58 to 60 degrees C. for one hour daily on four consecutive days. This applies to serums, organotherapeutic preparations, ergotin, and glycerophosphates. In the case of solutions or emulsions for hypodermic use prepared with oil, the oil is first to be treated with alcohol (95 per cent.) to remove the oleic acid. Oily solutions of calomel, yellow oxide of mercury, lecithin, and camphor are to be prepared with sterile materials, then placed in a boiling water bath for ten minutes or in an air bath at 100 degrees C. An interesting requirement is exacted by the Italian Pharmacopoeia as regards the glass of the containers for hypodermic injections: Ten to twelve ampoules or five or six bottles are filled with a clear solution of 1 per cent. mercuric chloride, then sealed. They are then left in an autoclave at 112 degrees C. for half an hour, at the expiration of which time no brownish turbidity should be perceptible. Chem. and Drug.

A UNIQUE NEWSPAPER.

James Wickersham, delegate from Alaska, issued the first newspaper at Fairbanks, using a typewriter for the purpose, and so great was the demand for copies of the unique publication that they sold for $5 apiece. He received a number of letters one day containing various items of important news from the United States, and the idea of publishing a paper was suggested. Wickersham acted as editor, publisher and compositor. Argonaut.

PHARMACY IN FRANCE.

It is too early yet to foretell exactly the results of the new curriculum for pharmaceutical students in France. The struggle between the advocates of higher professional training and what is known as the "commercial" party has issued in the complete victory of the former, and the regulations (not yet in force) are of a stringent character. The Ministerial decree by which they were promulgated is involved and discursive, and the changes which it introduces will be more clearly understood if considered under two heads —apprenticeship and collegiate course. The term of apprenticeship is now reduced to one year, and must be served in a pharmacy approved by the pharmaceutical authorities of the district. That is to say, by the professors in the universities, official schools of pharmacy, or mixed schools of pharmacy and medicine, as the case may be. It is natural to conclude that these bodies will only grant the necessary authorization to accept pupils to dispensing chemists of good standing, who are limited in number. Moreover, the apprentice must now keep a register of his daily work, showing the galenical preparations he has made. This is to be examined from time to time by the authorities, and if unsatisfactory the pupil may be withdrawn. Obviously the pharmacist cannot hope to obtain any benefit from the labor of an apprentice under these conditions, especially as the latter will leave just at the moment when he is beginning to be useful. It is therefore highly probable that much larger premiums will be demanded in the future—a point which has two significations. Firstly, it may be a source of income for the pharmacist of good standing, which will help him in his fight against the "commercialists" (Anglice, "cutters"). In the next place, the regulation closes the door to all but youths whose parents or guardians are fairly well-to-do. Before apprenticeship the "Baccalaureat" must be passed; it is an examination somewhat below the standard of the London Matriculation, and certainly entails some outlay over and above that spent on the schooling of the average boy of the middle classes.

The Collegiate course has been extended from three to four years, and examinations at regular intervals at the end of that period take up another year. Five years is thus the minimum, but it must be borne in mind that this refers only to those students who are successful in each examination, and for large numbers six, or even seven, years will be found necessary. The syllabus includes a greater variety of subjects taken to a fairly high standard, and the practical work in chemistry, physics and microscopy is formidable.

This is a brief statement of the new conditions; it is not necessary to dwell upon it as the reader may do that for himself. It has evoked a great mass of criticism in France, and certainly it is of a very revolutionary character. Whether or no the future pharmacist will be better equipped for the battle of life remains to be seen, but it is probable that from an English point of view an apprenticeship of one year only is the weak spot in the scheme. The regulations do not come into full force until 1917, but it is not considered likely that there will be any further modification.

The End of Foreign Pharmacists.—Whatever the ultimate result may be, and that is a matter of interest to the French chemist alone, it is evident now that the extinction of the foreign proprietors of French pharmacies is virtually accomplished. All the English businesses in Paris and elsewhere are doomed to pass into French hands. The Englishman comes abroad as an assistant; usually he is too old to acquire the language sufficiently well to enable him to pass the Baccalaureat, and no further exemptions are to be looked for; a degree in an English university would not be accepted as an equivalent. Even if he succeeded in passing the scholastic examination, and granting that a year's work in an English Pharmacy in France were accepted as apprenticeship, it is too much to expect that he could give up business for five years. Without taking into consideration what he might have earned during that period, the total outlay for subsistence, school and examination fees could hardly be less than £450. Once again comment is needless.

On the other hand the number of English assistants in France is increasing. Strange to say, this is not because the English visitors to France are more numerous than heretofore, but is ascribable to American influences. The British colony in Paris is not the brilliant society that it was in the days of the last Empire. Circumstances have changed even more on the Riviera. Twenty years ago, of the people who wintered there only the English were taken into account. Nowadays the German visitors outnumber all other nationalities on the Sunny Shore, and the English families have fled; they go further to Egypt and even to India for the winter season. Coming and going, they stay a few days at Nice or Monte Carlo, but they are merely birds of passage. Business men run down South from London, but they, too, do not remain long. And so it happens that the British milord has been replaced by the American potentate, who comes in increasing number year by year. In Paris particularly the English pharmacies depend for most of their business on American visitors.

(Continued on page 529)

MR. DRUGGIST

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BRITISH COLUMBIA PHARMACEUTICAL ASSOCIATION.

Annual Meeting.

The annual meeting of the Association was held in New Westminster on June 15th and proved one of the most profitable and interesting gatherings in the history of this progressive Association. The three principal features of the convention were the business meeting, the excursion to Huntingdon on the border, and the grand banquet at the Hotel Russel, held in the evening. The trip to Huntingdon was a courtest extended by Mr. F. J. McKenzie, M.P.P., president of the Association.

The matter which occupied the attention of the members in the business meeting was first, the non compliance of physicians with the provisions of the Medical Act re the writing of prescriptions on pads supplied by druggists. It was decided to draw the attention of the medical men to the provisions of the medical Act by circular letter. The Registrar and President reported a tour of the province, with the double purpose of ascertaining the condition of the drug trade and seeing to the enforcing of the Pharmacy Act. These reports were instructive and approved of by the meeting.

The President's address referred to the splendid services of the registrar, Mr. Browne, and the satisfactory condition of the finances of the Association. He also drew attention to the emendment of the Pharmacy Act, dealing with the sale of cocaine and morphine, and expressed appreciation of the services of the members in the House who aided in passing it. Mr. McKenzie urged that attention be given to the better remuneration of both druggists and assistants, claiming that just compensation was not received and that better prices should prevail.

The election of officers followed, which resulted as follows:—President, John Cochrane, Victoria; Vice-President, J. L. White, Greenwood; Secretary, Registrar and Treasurer, James W. Browne, Vancouver; Council, R. R. Burns, Vancouver; J. H. Emery, Victoria; E. S. Knowlton, Vancouver and F. J. McKenzie, M.L.A., New Westminster.

The afternoon trip was most enjoyable, being participated in by a large number of ladies. The route passed through to the International line is most delightful in varied lannscape of woods, prairies and cultivated farms. Mr. McKenzie emphasized the richness and fertility of this district, it being his own special legislative preserve.

Mr. McKenzie, past president, was selected as delegate to the Canadian Pharmaceutical Association to be held in Montreal.

The banquet in the evening at the Russell house was attended by over seventy guests. Mr. Cochrane, the newly-elected President, occupied the chair, and was supported by the ex-president, F. J. McKenzie, and H. H. Watson, M.L.A., on his right, and left. Mr. J. D. Taylor, M.P., was also present. Apologoies for absence were read from Dr. Young, acting premier of British Columbia; Judge Howay, W. Henderson, T. M. Hend Henderson (Vancouver), and Mayor Lee, and felicitations from Prince Edward Island, the Nova Scotia and the Alberta Pharmaceutical Societies.

After the dinner had been disposed of, a lengthy toast list received attention. Among the speakers were Mr. J. L. Taylor, M.P. for "Canada." Mr. H. H. Watson, M.P.P. for "British Columbia," who in his remarks, emphasized the magnificent service rendered by Mr. McKenzie, the retiring president. "New Westminster" was responded to by Mr. Wade, who represented Mayor Lee. "Sister Cities," brought speeches from Mr. A. J. MacPherson, ex.-M.P. and postmaster of Vancouver. For "Vancouver," Mr. W. Rutherford, Nelson. The "B. C. Pharmaceutical Association" was taken care of by Mr. D. S. Curtis, a pioneer druggist of British Columbia, who pointed with pride to the good fellowship and co-operation which existed among the members of the craft in the city of New Westminster, and recommended it to others for consideration. The "Council" gave Mr. Cochrane, the new president, an opportunity for a happy speech, during which he pointed to the great advance in pharmacy since the days of Romeo and Juliet. The "Medical Profession," "Wholesale Trade," the "Press" and "The Ladies" wound up a happy evening. Victoria was selected as the place of meeting for next year.

KENT-M'CLAIN AGAIN.

Mr. J. H. Dickey's additions to his Port Hope store included the "Trianon" counters—Kent-McClain's (Toronto Show Case Co.'s) patented fixture now known all over Canada as an indispensable feature of every up-to-date drug store.

(Continued from page 526

and the sale of American patents and toilet preparations is in excess of that of similar British articles. The French chemists refused for long to supply anything but drugs; they considered it derogatory to deal in side lines; but they have abandoned their prejudices latterly, and, as a consequence, there are more openings for English assistants than ever.

A Divided Camp.—The agitation which resulted in the revision of the curriculum described above brought into light the two great factions in French pharmacy, the professional and the commercial. Though the party of higher education has won a political victory it cannot be said that the "store chemist" is likely to suffer. He does not depend upon qualified help, for there is a special class in France known as the "aides-en-pharmacie," which suits his purpose far better. These are men who have commenced life as errand boys, and by gradual acquirement have mastered all the operations of pharmacy. From a practical point of view they form ideal assistants for store business; indeed, it is probable that the newly-fledged chemist under the recent regulations would cut but a sorry figure beside them in the stress of a day's work. Many of them, no doubt, are highly intelligent and trustworthy men, but decent primary education is wanting in the mass. They are poorly paid, and up to last year their hours of labor were very long, from seven each morning till 10 at night. The agitation for a shorter working day, which occurred during 1910, was almost entirely conducted by these men, who did not hesitate to adopt violent means. The windows of several pharmacies whose proprietors opposed the reduction of hours were smashed, and for a short time they gained their point, and closing at nine o'clock was the general rule. As might be expected, such measures secured no permanent results. One or two of the "aides" were charged with riotous behaviour, and the agitation died down, whereupon those chemists who were so inclined kept open till 10 or 11 as before. Fortunately, there is, and has been, a movement towards shorter hours amongst proprietors themselves, which has eventuated in the Reduction of Night and Sunday Duty.

This is generally arranged by the chemists of each quarter in Paris on a very simple plan. They agree to keep open till midday on Sunday, for instance, after which one pharmacy only in each district undertakes to supply all and sundry with what may be needed. The others close and paste up a notice giving the address of the confrere who remains open, and requesting possible callers to apply to him. The same arrangement is also made for night duty, but this is not so general.—British and Colonial Druggist.

"EPININE."

Since the isolation of the active principle of the supra-renal gland and the recognition of its great value in medicine, chemists have determined its constitution, and have made many attempts to produce sympathetically a haemostatic of similar action, but free from certain disadvantages of the natural principle a Among the workers in this field have been Burroughs, Wellcome & Co., who now announce the issue of a synthetic product, 3:4—dihydroxyphenlethylmethylamine, to which the brand name of "Epinine" has been given. This base was discovered at the "Wellcome" Chemical Works. It is a colorless crystalline compound which melts at 188-189 C., and forms with acids beautiful crystalline salts. In chemical structure "Epinine" differs from the supra-renal active principle only in being devoid of the alcoholic hydroxyl group of the latter. Being a synthetic substance it is more easily obtained in a state of purity than is the supra-renal active principle, and it is found to be much more stable. Physiologically, "Epinine" produces the characteristic effects of the supra-renal principles on the blood pressure, uterus, etc., 1 in 100 solutions being found to equal in activity 1 in 1000 solutions of the natural principle. The rise in blood pressure produced by "Epinine," however, is more prolonged than that caused by the supra-renal principle. Therapeutic trials of "Epinine" have confirmed these physiological results, showing that it is quite equal to any preparation of the supra-renal gland, while its greater keeping power is of course an important point of superiority. "Epinine" is issued in the strength of 1 in 100 bottles 10 and 25 c.c., and the sterile solution, in "Vaporole" containers of 1 c.c.

MODERN MARTIAL THERAPY.

Amid the veritable swarm of new medicinal agents of all varieties that have been introduced to the therapist during the last twenty years, and in spite of the great advances in general medicine during the same period, there has not as yet been proposed any remedy which can successfully compete with iron in the treatment of anemic and generally devitalized conditions. This metallic element, in one form or another, is still the sheet anchor in such cases, and when intelligently administered in proper form and dosage can be depended upon to bring about marked improvement, provided serious incurable organic disease is not the operative cause of the existing blood improverishment. The form in which to administer iron is, however, very important. The

old, irritant, astringent martial medication has had its day, and properly so. Probably the most generally acceptable of all iron products is Pepto-Mangan (Gude), an organic combination of iron and manganese with assimilable peptones. This preparation is palatable, readily tolerable, promptly absorbable, non-irritant and still distinctly potent as a blood builder and general tonic and reconstructive.

BUSINESS THAT NEVER FAILS.

There is one demand that the druggist can always depend upon: that is as regular as the tides, as certain as taxes. We refer to the demand for medicinal agents for hay fever—a disease that has always to be reckoned with when its season rolls around, and with which every physician is called upon to grapple. As in recent years, it is probable that the Adrenalin preparations will have "first call" with the medical profession. While not specifics in the strict sense of the word, these products effectually control the symptoms of the disease and insure to the patient an immunity not otherwise readily obtainable.

There is certain to be an insistent demand for at least three of these preparations—Adrenalin Chloride solution, Adrenalin Inhalant and Anesthone Cream—and pharmacists should be prepared to meet it. Treatment of hay fever with the two products first mentioned, as druggists generally understand, consists of frequent spraying of the nares and pharynx, the solution being diluted with four to five times its volume of physiological salt solution, the inhalant with three to four times its volume of olive oil. Anesthone Cream, the third product, made its appearance for the first time last year, finding immediate favor with the medical profession. It is an astringent, anesthetic ointment, and is supplied in a collapsible tube with elongated nozzle to facilitate its application to the nasal mucosa. It affords relief which continues for several hours in many cases, an important point when one remembers the fleeting effect of most local anesthetics. We understand that Parke, Davis & Co., manufacturers of the Adrenalin preparations, are conducting an elaborate campaign among physicians in behalf of these products, utilizing for the purpose their extensive travelling service as well as practically every medical journal in Canada.

KENT-M'CLAIN AGAIN.

When Mr. W. M. Ivel, Victoria, B.C., put in his new line of cases he selected all "Roman"; that is the all glass construction with White Italian Marble Base made by Kent-McClain, Limited, (Toronto Show Case Co.)

DISPENSING NOTES.

The precaution must be taken of mixing the syrup and the solutions cold, otherwise a flocculent precipitate is produced; and the finished product must be kept in a white glass bottle in a sunny place, as it becomes dark in color, and deposits a sediment when kept away from the light.

A Prescription Incompatibility.

A correspondent of the Chemist and Druggist writes that he was asked to dispense the following mixture:

Quinine hydrochloride.....	5 grains
Solution of strychnine.....	5 minims
Ammonium bromide.....	10 grains
Fluid extract of digitalis	1 minim
Tincture of orange.....	10 minims
Water, sufficient to make.....	1 ounce

He found that the mixture crystallized all over the bottle, besides throwing out a deposit; his customer later informed him that he had it made up subsequently at another pharmacy and that there was no deposit or crystallization on the bottle.

In reply the C. & D. states that it is just as the correspondent states; after twenty-four hours, or sometimes a little longer, there is a deposit of crystals on the sides of the bottle and another deposit in the bottom. The crystals contain no strychnine, but are a salt of quinine, probably the hydrobromide or hydrochloride or a mixture of both. The addition of five minims of dilute hydrobromic acid gives a perfectly clear mixture, but it is doubtful whether this addition is allowable.

CAFFEINE SODIUM SALICYLATE.

Caffeine sodium salicylate is prepared by dissolving a mixture of equal weights of caffeine and sodium salicylate in water and evaporating to dryness; it forms a white odorless, amorphous powder, with a bitter-sweet taste, soluble in water (1 in 2) and in alcohol (1 in 50), the watery solution being neutral in reaction. It answers the various tests for its constituents; to determine the proportion of caffeine present 1 Gm. is dissolved in 20 mils of water and the solution shaken out three times with chloroform; the caffeine left on evaporation of the chloroform, is anhydrous, and should weigh 0.44 to 0.46 Gm., corresponding to 50 per cent. of caffeine containing one molecule of water. If the caffeine obtained from the substance is dissolved in water, a little caustic alkali added, and the solution shaken out with chloroform, the whole of the caffeine should be obtained again. This shows the absence of theobromine, which is not taken out of alkaline solution by chloroform.—G. Mossler, (Zeitschr. d. allgem. oesterr. Apoth. Verein., April 2, 1910, 441).

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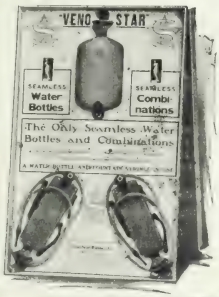
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Selling Agents: THE CANADIAN DRUGGIST, Toronto, Canada.

Trade Notes

ALBERTA.

The Lacombe Drug Co. have opened a drug store at Lacombe, Alta.

BRITISH COLUMBIA.

Frank Abbey is opening a drug store at Kaslo, B. C.

MANITOBA.

A. W. Bethune has opened a drug store at Innisfree, Man.

W. E. Ahrens has taken over the drug business of A. H. Oatway, Shoal Lake, Man.

NOVA SCOTIA.

J. W. McFatridge, druggist at Halifax, N. S., died recently.

W. R. Nicholson has purchased the drug business of Neil McKay, Halifax, N.S.

ONTARIO.

Allan & Cochrane are opening their fifth drug store in Ottawa, Ont.

N. O. Kerr has purchased the drug business of McKeown & Co., Ottawa.

J. Channonhouse, druggists at Eganville, Ont., suffered a loss by fire recently.

A. B. Smith has purchased the drug business of A. Higginboth, Milton, Ont.

J. W. McLaren, druggist at Chatham, Ont., has sold his business to Alex. Clark.

F. G. Walley, druggist, of Ingersoll, Ont., suffered a loss by fire a few weeks ago.

Leonard Bigger has purchased the drug business of C. L. Smith, 515 Pape ave., Toronto.

D. J. Stalker has purchased the drug business of W. Lloyd, 103 Rideau St., Ottawa, Ont.

T. F. O'Reilley has purchased the drug business of J. F. Ross, 498 Queen St. East, Toronto.

QUEBEC.

Dr. E. Morin has opened a drug business at Quebec, Que.

Howell & Richmond have registered as druggists at Montreal, Que.

SASKATCHEWAN.

A. A. Whitmore is opening a drug business at Mirror, Sask.

M. McDowell has succeeded Ross Bros. in the drug business at Wynward, Sask.

C. N. Crawford has purchased the drug business of E. F. MacPherson, Elfros, Sask.

S. G. Atkinson has purchased the drug business of A. Dulmage, Saskatoon, Sask.

THE WORD LISTERSEPTINE INFRINGES THE TRADEMARK LISTERINE.

On final hearing in the law-suit brought by the Lambert Pharmacal Company against the Kalish Pharmacy of New York for alleged infringement of the complainant's right in the word Listerine, Judge J. Hazel, of the United States Circuit Court for the Southern District of New York, in summing up his opinion upon the case, says :

"The word Listerine, upon its origination was registered in the United States Patent Office as a medical formula, since which time it has been prominently advertised, and I am of the opinion that complainant is entitled to protection in the adaptation of the name Listerine by which its article became known to the public, and that no one has the right to use the said trademark or to resemble it so as to enable palming off an antiseptic preparation, or product of another, in the pretense that it was the antiseptic preparation of the complainant.

The trademark Listerine has become familiarly known to the public as belonging to the complainant, and as denoting a preparation of prophylactic or antiseptic character of peculiar color and taste. Legal authorities hold that the selection of a fanciful name for an article of merchandise may constitute a valid trademark.

There is no objection to adopting as a trademark the name of a person who has achieved fame and distinction for the purpose of attracting the attention of the public to an article provided such name is not descriptive of the quality or the character of the article, or a geographical name.

The defendant, Kalish Pharmacy, has applied to his antiseptic the trade name of Listerseptine. This trade name was chosen by Kalish Pharmacy about seventeen years after the word Listerine was trademarked. The similarity of the names in appearance and sound when considered with the similarity of the articles to which the trade names are applied, is clearly apparent, and the probability of the defendant's designation misleading the unwary customers in my opinion, is so clear that it amounts to an infringement of the complainant's trademark. A fraudulent intent to deceive need not be affirmatively shown by the complainant but such intent will be presumed therefrom.

It is therefore ordered that the complainant may have a decree for infringement of its trademark by the defendant."

Filed May 10, 1911.

Thus terminates in a manner very satisfactory to the Lambert Pharmacal Company a very interesting case.

The style of bottle in which the Kalish Pharmacy put up the preparation which they termed Listerseptine differs from the commercial bottle of Listerine, indeed, there is no resemblance between the two; the only point at issue between the Lambert Pharmacal Company and Kalish Pharmacy was that involved in the similarity of names and the learned Judge, after hearing exhaustive evidence on each side of the question, has decided that the word Listerseptine infringes the rights of the Lambert Pharmacal Company in the word Listerine. Kalish Pharmacy not only claimed that the word Listerseptine was not an infringement of Listerine, but they used their best efforts to discredit the word Listerine, claiming it to be an invalid trademark. Their contentions, however, were without avail, and the property rights in the word Listerine have been adjudged by this decree to be securely vested in the Lambert Pharmacal Company.

BOTTLES AMONG THE ANCIENTS.

Among the Greeks, Egyptians, Etruscans and Assyrians, bottles were used, made of metal, (probably bronze), baked earth and glass. The use of glass bottles among the Jews is described in their earliest records, and it is supposed that they learned the art of making glass bottles from the Egyptians. M. Layard, the famous French traveler, has described glass bottles which he discovered when he made his celebrated expedition into Babylon and Nineveh. These bottles are remarkable for elegance of form, solidity of construction and quality of material, differing in shape from the bottles of Egyptian manufacture, the latter more nearly resembling the Greek cup or amphora.

Bottles are frequently mentioned in the Scriptures as being made of earthenware and used for holding and serving wine; also for holding water and, more strangely, for holding tears. In the Old Testament can be found many allusions to bottles, some of which are as follows:

Genesis, chap. xxi., v. 14—"Took a bottle of water and gave it to Hagar."

Genesis, chap. xxi., v. 15. "Water was spent in the bottle."

Genesis, chap. xxi., v. 19.- "And he filled the bottle."

Judges, chap. xiv., v. 19.—"She opened a bottle of milk and covered him."

I. Samuel, chap. i., v. 24. "Hannah took a bottle of wine," and others.

Psalm lvi., v. 8.—"Put thou my tears into a bottle."

Isaiah, chap. xxx., v. 1.—"Get a potter's earthen bottle."

Jeremiah, chap. xix. 10. "Break the bottle."

Judging from the foregoing, bottles were made of earthenware, and used for all manner of purposes, and Job refers to the "bottles of heaven" in which the rain is stored. So that there is plenty of corroborative evidence, if any were required, to show that vessels of the nature of those now recognized as "bottles" were in common use at the time described in Genesis as the days of Hagar.

How time does fly.—Nat. Bottlers' Gazette.

M'BAIN-SKUSE.

On Monday morning, July 17th, 1911, at St. James' Church, Ingersoll, the marriage of Miss Conja Skuse, Phm. B., youngest daughter of the late Thos. Skuse, to Mr. Halley Hunter MacBain, son of Mr. Wm. MacBain of this town, was solemnized by the Rev. R. J. M. Perkins, M. A.

After the ceremony, breakfast was served at the bride's home. Mr. and Mrs. MacBain left on the 9.29 train for a trip to the Thousand Islands and Montreal.

NEW PENCIL ASSORTMENT.



We show a new pencil assortment of Buntin Gillies and Company's, which is going to be one of the best sellers this season. It is called the Terrace Assortment, and displays six dozen fancy rubber-tipped pencils in a new and practical way. Buntin Gillies and Company are in a better position than ever to serve you this year. Their line of school goods is complete in every way.

KENT-M'CLAIN AGAIN.

There is no doubt that all glass construction front, when properly constructed, is the case. Kent-McClain's "Eclipse" style was the choice of Mr. Percy Dwyer, of St. Catharines, for his recent store improvements.



About

$5,000

Will be spent in advertising

WILSON'S

FLY PADS

During the coming summer.

"ART" Series

Private Xmas Card Sample Books

$100 PROFIT

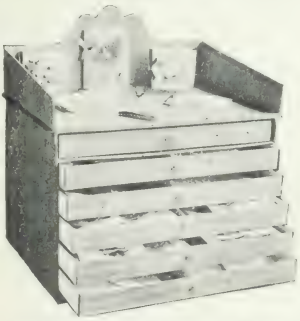
easily made by selling this line.

If you wish to participate, write AT ONCE.

Only a limited number of books left.

Lonsdale & Bartholomew, Limited

300 St. James St. Montreal, Que.



A CABINET OF BIRTHDAY CARDS

(or Xmas or New Year's Cards)

We don't charge for the cabinet, only for the contents, at the regular prices.

$8.25 per Cabinet.

Keeps your Cards Clean and Helps the Sale.

MENZIES & COMPANY, Limited

Representing British Mfrs. of Calendars, Xmas Cards, Fine Cards, Sealing Wax, Blotting and Celluloid

152-154 Pearl St. TORONTO, ONT.



FINEST

ESSENTIAL OILS

For Medicinal Purposes

GUARANTEED. B.P. 1658 TEST

BUSH-OTTOS

Perfume Ottos in Concentrated form, 1 per cent. solution makes finest perfumes.

Simply reqires dilution.

OLEO RESINS

FRUIT FLAVORS

FRUIT SYRUPS

Depot for

POTTER & MOORE'S

MITCHAM LAVENDER WATER

W. J. BUSH & Co

490 ST. PAUL ST. MONTREAL

Toronto Winnipeg Vancouver

SALESMANSHIP.*

By Samuel G. Dixon

Salesmanship does not begin or end with the simple selling of an article ; it it did, good salesmen would not be so scarce. Many factors enter into a sale ; the interests of salesman and buyer should be identical ; the clear cut sale to a customer should be a come back every time ; it should create satisfaction and make the customer an asset to both salesman and store.

The true salesman knows and understands his merchandise, whatever the kind. The first-class salesman should be able to answer all ordinary questions of the customer as to quality, place of growth, or manufacture, etc. A good drug salesman should be able to point out the good qualities of the various kinds of merchandise that make up the drug stock of to-day.

Very few drug clerks can tell any particular reason why one hair brush costs more than another, or why two sponges of the same comparative size cost 10 and 25 or 50 cents.

Salesmanship is selling a $1.50 fountain syringe to a customer who desired a 50-cent one, by talking quality, showing the difference and lasting satisfaction of buying good goods instead of cheap. The sound salesman is the one who knows his goods, talks and sells quality, not talk quality and deliver cheap goods.

The sound salesman makes friends of a large portion of his customers, and is a force to be reckoned with. The value of personal appearance such as dress, bearing and manner should not be discounted. The slovenly salesman, like the dirty store, makes no friends ; both are even lowered in their own estimation. Also salesmanship and laziness are not compatible. Statistics and experiments have proven that weariness increases the liability to carelessness about 700 per cent., and a careless clerk cannot be a good salesman. It is better to send a tired salesman home to rest than to let him attempt to wait on your customers.

The ability to sell something just as good when you are out of a certain line of goods may be a valuable attribute of salesmanship, but it will never be as valuable as the ability to keep up stock.

Salesmanship is to make your customers want the best class of goods you have, and to make them want to come back to your store.

THE LOYALTY MAN.

There is something about the loyalty man in business that makes him respected of all mankind and with reason. Loyalty is patriotism, progressiveness, common sense and good heartedness all rolled up in one. The man whose nature is blessed with it can well do without an extra supply of brilliance, an extra supply of ability in salesmanship, an extra supply of what is known in business as "Pull."

He moves mountains, does this Loyalty Man ; he hitches his chariot to a legitimate and progressive proposition ; peels off his coat and pitches in. He's no "knocker," is this man ; he believes in boosting ; he believes in backing up the boss, in making the boss's business his business. He believes in standing by the house when the skies are overcast, when the outlook is dark and when the boss's nerves cause him to say things which, were he more than human, could be restrained. He's a staunch sailor of the "Ship of Business," is this Loyalty Man ; he is not known as one of the rats who sneak from the ship at the first sign of sinking.

He's a friend, is this Loyalty Man, one of those fellows, the finest on earth, whose friendship is given for friendship's sake and not for ulterior motives—in which case, though, it would shame the name of friendship.—Exchange.

INTENSIVE MERCHANDISING

Intensive merchandising is rather a formidable name, and it is so vague that one hardly knows what it means. But it is a simple matter, after all, and its meaning can easily be mastered at one short sitting of a few minutes, says an Exchange.

To use the vernacular, it means getting right "down to brass tacks," or being "onto the job." Not a little while occasionally. Not part of the time, but all the while and continually.

It means reading about improved business methods, talking about them, learning them. And then practicing them.

It means making a study of your customers and learning exactly what kind of goods are best suited to them ; it means studying goods and learning all about them, so they can be explained to buyers. It means having a bright, clean well-kept store ; having goods carefully displayed with price marks thereon ; sending out circulars to all prospects within ten miles ; getting close to the newspaper man, and having him unite with you in advertising ; making close collections ; paying bills promptly.

It means putting a little more steam, a little more care, a little more enthusiasm, and a little more confidence in your business.

It means playing the game with might and main, and playing it with such care and skill that you make no errors, but have everything count.

That is intensive merchandising. And it delivers the goods every time. It is lots of fun. It gives pleasure, and it also builds up a dull business. Give it a try.

*Read at a meeting of the Texas Pharmaceutical Association.

Formulary

PERFUMED BATH POWDER.

The Suddeutsche Apotheker Zeitung states that the following furnishes a delightful addition to the bath :

Sodium bicarbonate	85.0 parts.
Tartaric acid	71.0 parts.
Corn starch	113.0 parts.
Oil of lemon	0.9 part.
Oil of iris	0.3 part.
Oil of cananga	0.3 part.
Sodium bicarbonate	0.5 gram.

Mix intimately. When brought in contact with water this mixture evolves carbon dioxide.

AROMATIC ALKALINE BATH SALT.

(Bain de Pennes).

Potassium bromide	Gm. 1
Calcium carbonate	Gm. 1
Sodium carbonate	Gm. 300
Sodium phosphate	Gm. 8
Sodium sulphate	Gm. 5
Aluminum sulphate	Gm. 1
Iron sulphate	Gm. 3
Oil of lavender	Gm. 1
Oil of rosemary	Gm. 1
Oil of thyme	Gm. 1

This quantity for each packet, one of which is sufficient for a bath.

PERSPIRATION POWDER.

Burnt alum	12 parts.
Salicylic acid	3 parts.
Starch	18 parts.
Violet talcum powder	120 parts.

PERSPIRATION PASTE.

Powdered starch	50 parts.
Salicylic acid	1 part.
Mucilage of tragacanth	enough.

PERSPIRATION LOTION.

Burnt alum	1 part.
Boracic acid	1 part.
Elder flower water	30 parts.

HAIR CURLING PREPARATION.

1.—Gum arabic 1 ounce.
Acid boric ½ ounce.
Sugar 1 ounce.
Rose water 15 ounces.
Mix and dissolve.

Wet the hair with above and roll on papers as usual, let dry, unroll, and form into ringlets.

2. For curling without papers :

Sodium Bicarbonate	½ ounce.
Borax	½ ounce.
Cologne water	2 ounces.
Alcohol	2 ounces.
Tincture Cochineal	1 ounce.
Water	24 ounces.

Dissolve the two salts in the water, add the other ingredients, and strain or filter.

3.—Tincture Benzoin 1½ ounces.
Alcohol to make 8 ounces.
Perfume with oil of rose.

A DEPILATORY PASTE.

The following addition to the somewhat numerous formulas for preparations of this class is furnished by Nouveaux Remedies : (Nat. Druggist.)

Quicklime	3 grams.
Sodium sulphide	3 grams.
Starch, powdered	6 grams.
Water, sufficient to make a soft paste.	

Mix the starch and sodium sulphide in a mortar, add the quicklime gradually, and work into a paste with water.

The paste is applied into a layer of 1 to 2 millimeters thick, allowed to remain two or three minutes, in which time it will have dried, and then washed off with tepid water. As the paste is rather caustic, care should be taken not to leave any on the skin.

CATARRH JELLY.

Menthol	1 dr.
Thymol	½ dr.
Camphor	½ dr.
Oil wintergreen	30 min.
White petrolatum	1 lb.

This makes a suitable preparation to put in collapsible tubes. It may be colored pink or red if desired by suspending a small quantity of alkanet root in the melted white petrolatum until the desired color is obtained.

CATARRH INHALENT.

Oil pinus sylvestris	2 drs.
Menthol	15 grs.
Thymol	15 grs.
Camphor	½ dr.
Eucalyptol	5 drs.
Mix and dissolve.	

Fifteen drops of this mixture put into a pint or more of boiling water and the vapor inhaled is recommended to clear the nostrils and soothe the throat and relieve cold or catarrh in the head.

MENTHOLATED CAMPHOR CREAM.

Menthol	175 grains.
Camphor	525 grains.
Paraffin	8 ounces.
White petrolatum	2 pounds.

Melt the fats and in these dissolve the menthol and camphor.

NASAL SPRAY.

Terebene	15 min.
Eucalyptol	30 min.
Menthol	8 grs.
Liquid petrolatum, q.s.	2 ozs.

NASAL DISINFECTANT.

Vincent, in the Union Pharmaceutique, recommends the following inhalent for nasal disinfection :

Iodine	10 grams.
Potassium Iodide	6 grams.
Guaiacol	2 grams.

Thymic acid..... .....0.25 grams.
Alcohol (60 p.c.)..... ....200 Cc.

A little of this to be placed in a porcelain capsule, which is then set in an outer vessel of hot water and inhaled.

COLD IN THE HEAD INHALATION.

Phenol..... ....1½ ounces.
Terebene..... .... 1 ounce.
Oil eucalyptus... ....1 ounce.
Stronger water of ammonia....4 ounces.

SEA FOAM.

1.—White castile soap..... .... 2 ozs.
Aq. ammonia..... .... 2 ozs.
Cologne water..... .... 1 oz.
Glycerine..... .... 1 oz.
Water..... ....12 ozs.

Dissolve soap in water by means of heat. When nearly cold add other ingredients.

2.—Aq. ammonia..... .... 4 drs.
Glycerine..... .... 1 oz.
Spirit soap..... .... 1 oz.
Alcohol..... .... 2 ozs.
Oil bergamot..... ....20 drops
Water q. s..... ....16 ozs.
3.—Ammonium carbonate..... ..... 6 parts
Potassium carbonate..... .... 32 parts
Borax..... .... 32 parts
Soap spirit..... .... 32 parts
Bay rum..... .... 128 parts
Water, rain or distilled, q. s. to
to make..... ....1,268 parts

FOURTEEN MISTAKES OF LIFE.

To attempt to set up our standard of right and wrong, and expect everybody to conform to it.

To try to measure the enjoyment of others by our own.

To expect uniformity of opinion in this world.

To look for judgment and experience in youth.

To endeavor to mould all dispositions alike.

Not to yield in unimportant trifles.

To look for perfection in our own actions.

To worry ourselves and others about what cannot be remedied.

Not to alleviate if we can all that needs alleviation.

Not to make allowance for the weaknesses of others.

To consider anything impossible that we cannot ourselves perform.

To believe only what our finite minds can grasp.

To live as if the moment, the time, the day were so important that it would live forever.

To estimate people by some outside quality, for it is that within which makes the man.

A man may be worth his millions and still be a slave.

Optical

EYE-STRAIN: RESULT NERVE WASTE AND ITS RELATION TO DISEASE.

By Dr. Demster Drake, before the Optometrical Association of Ontario.

It is not my intention to enter into this subject deeply, but to recall to our minds a few of the essential points relative.

In the last decade it has been the object, and I might say the only object, to prescribe lenses for the correction of imperfect vision, but the last ten years Optometry has made rapid strides towards relieving abnormal conditions not only of vision but of a mental and physical nature.

It has been demonstrated to our entire satisfaction that lenses properly adjusted and results carefully watched have been the means of relieving suffering humanity from many of its mental and physical ills.

As we know, all duties in relation with the function of vision are done in the base of the brain. The retina receives the rays of light. This impression is carried over the nerve fibres to the gray matter cells located in the outer and posterior part of the brain. That is where vision really takes place, in the largest centre of the nervous system. There we have the centres which govern the movements of the eye as for near or far vision. These centres have possession of almost one-third of the gray matter of the brain.

The natural position of the eyes in a condition of rest is distant vision. Near vision means increased focus, which in turn means strain on gray matter. This strain uses up the stored up energy, and if there is not a sufficient supply of that energy there to be drawn upon in reason, why some other organ or organs have to suffer by giving up a part or parts of its or their natural or normal supply to help out the visual function.

This goes to show that where the strain is long continued it causes irritation, and for instance, if that irritation is of the fourth ventricle of the brain caused through say strain on the external Recti, we may have liver trouble or diabetes, and this irritation set up there communicating itself as only natural to the adjoining cells we may have trouble with the heart, stomach, kidneys and lungs. This condition goes on indefinitely, physically alters and changes parts until organic disease is the result.

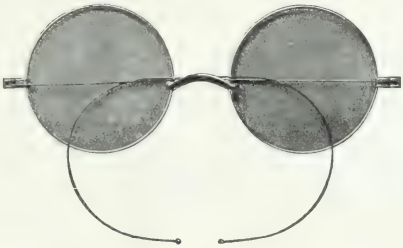
Take for instance Chorea (St. Vitus dance) and Eplipipsy: These taken in time, before any organic change has taken place, will, in a great many cases give good results from a suitable correction. I might say that almost invariably the

Interchangeable

EYE PROTECTORS

In Albex White Metal

(Including New Cable Styles)



No. 18 Eye Protector. White mi-coquille lenses, 1⅝ inches in diameter.....per doz. **$2.00**

No. 718 Cable Eye Protector. Same as above, but with cable temples.....per doz. **2.60**

No. 19 Smoke, Blue and Amber. Lenses 1⅝ inches in diameter.....per doz. **2.40**

No. 719 Cable, Smoke, Blue and Amber. Same as No. 19, but with cable temples, per doz. **3.00**

We fill no retail orders direct from our factory, but these styles can be obtained from all leading Canadian jobbers at the above prices.

T. A. WILLSON & CO., Inc.

MANUFACTURING OPTICIANS

Established 1870 READING, PA., U.S.A.

Canadian Office; A. J. McCrae, 23 Scott Street, Toronto

OPTICAL EDUCATION, BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

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Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

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has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, James Building, TORONTO.**



The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND
UNDER EXCISE SUPERVISION
For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford
WHOLESALE DISTRIBUTORS FOR CANADA



THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1897.
Trade supplied by all leading Drug Houses in the Dominion.

THE
London Directory

Published Annually

Enables traders throughout the World to communicate direct with English

Manufacturers and Dealers
in each class of goods. Besides being a complete commercial guide to London and its suburbs, the directory contains list of

Export Merchants
with the goods they ship, and the Colonial and Foreign Markets they supply;

Steamship Lines
arranged under the Ports to which they sail, and indicating the approximate Sailings;

Provincial Trade Notices
of leading Manufacturers, Merchants, Etc., in the principal provincial towns and industrial centres of the United Kingdom.

A copy of the current edition will be forwarded, freight paid, on receipt of Postal Order for **20s.**

Dealers seeking Agencies can advertise their trade cards for £1, or larger advertisements from £5.

THE LONDON DIRECTORY CO., Limited
25 Abchurch Lane, London, E.C.

last two named will be found Hyperopic.

Nervous prostration is another disease that can in a majority of cases be traced to errors of refraction. This disease we know is a forerunner of insanity, the dreaded infirmity which blackens the life not only of the afflicted, but sometimes those near and dear. I firmly believe that there are at the present time incarcerated in our asylums, those who if they had their eyes attended to in time would now be as sane as any of us.

Coming back again to the principal effects sought with the application of lenses, we find that it stops the useless waste of energy being required for other functions of the body. In other words, localized abnormal innervation centralized in the nervous system is the cause of disease and very often we find that this innervation has its origin through the eye, the most acute and sensitive center.

Eye-strain causes disturbances of the nerve centers, and these being reflexed to the eye disturbs the nutritional action causing nerve-waste disease.

We have a factor now presented to us in this city that is going to make a great change in the distinctive feature of eye-strain and that is the excessive or over illumination of our streets.

You will see a decided increase in eye troubles, which will mean more nervous disorders, insanity, and I will say a stronger tendency to suicide due to the over-taxing of the visual centers of the nervous system. Some may say we cannot have too much light, but I maintain we can, and especially of the glaring kind. With all thanks due to Hydro-Electric Commission for their zeal, ability and unbounded determination. They have no doubt endeavored to soften our street lights by using a globe that in a measure relieves some of this drawback. This excessive amount of useless work, even in a normal eye, is trying on the deli cate centers, and they, as I said before, become centers of irritation and convey disturbed conditions to other parts of centers of the nervous system. Color has a great deal to do with irritating the visual centers. Red we know has an exciting effect, and on the other hand violet, blue green and some shades of yellow have a soothing effect on the visual centers, and when we take into consideration our environment, especially at night when the streets of our city are a blaze of light, can we wonder that such a delicate part of the nervous system breaks down.

Yet no other sense in the nerve centers is capable of such continual endurance.

Now, in conclusion, I will just mention one point that I did say I would not touch upon, as I feel it is just a little outside the beaten path of Optometry, and I trust you will pardon me if for a moment I talk shop.

A patient consulted me a few hays ago for his eye-trouble. Male, age twenty-two, eyelids inflammed, mucos discharge. No Venereal disease history. Was wearing correction O D plus 25 cyl. axis 90. O S plus .37 cyl. axis 90. Had eyes examined six months ago and had above lenses prescribed. I made an Ophthalmoscopic and Retinoscopic examination and followed this up by proving same with trial case; finding O D plus .75 cyl. axis .90. O S. plus .87 cyl. axis 90 an increase of one-half dioptric in each eye.

I gave him an Osteopathic treatment for the conditions I found, which I will describe; viz.: Stimulated the Supra-Orbital notches, manipulated muscles of back both sides of dorsal between 1st and 4th dorsal only. This took pressure off Brachial Plexus, Vaso Motor, Nerves of special sense, 2nd or Optic, Sensary Ophthalmic division of 5th, giving full and in fact increased arterial action through the Axillary Brachial, Vertebral and Ophthalmic and its thirteen branches. I then advised him to go home and apply cold cloths wrung out of cold water every five minutes for half an hour. He came back next day for his correction, and his eyelids were in a normal condition and all discharge gone. I have never known this treatment to fail unless there is a long history of Syphilis back of it.

The object of this treatment is to carry away the pent up congested blood and allow fresh arterial blood to take its place, leaving the eyes in a more respective mood to take to the correction better.

It behooves us therefore to take into consideration the environment as well as the diagnostic features of our patients' conditions, and not only improve their vision, but relieve their mental and physical condition as far as lies in the province of the Optometrist.

PERMANENT SUCCESS IN SMALL PROFITS

In the every day local business of the average merchant there is a better chance for permanent success in small profits than extended publicity, which enables one to keep out competition and establish a reputation for generous dealing. The best item in the "good will" of one's business, as a rule, is that of moderate profits and willingness to serve the public for a moderate compensation. Liberal advertising, however, is absolutely essential to maintain a policy of small profits. When one understands the way to extent knowledge of his business, he is truly reducing the cost of articles to be sold instead of, as is popularly supposed, adding the publicity cost to the purchaser's price for articles for consumption. Advertisers' Aid.

Photography

RACK FOR HOLDING SEPARATORY FUNNELS.

The piece of apparatus described is simple and inexpensive, and can easily be made by an amateur carpenter. It consists of a base 15 inches square. In the centre is fastened an upright rod 22 inches high, and to this rod, which passes through the middle of them, are fastened the arms which hold the funnels. The arms are the same length as the base, and in the case of the two upper ones are 4½ inches wide. The space between the supports is arranged so that the stem of one separator extends about one inch into the other. The openings to contain the separatory funnels are 2½ inches in diameter, and are wide enough to permit the bowl of the separator to extend about 2½ inches below the base of the support A piece, ½ inch wide is cut out in front of the support to enable the separator to be more readily replaced. The lowest support is the same length as the upper ones, but is only 3 inches wide. It contains holes 1¼ inches in diameter for small funnels, in which the last shake out is filtered into beakers or dishes. By means of this apparatus it is possible to start an alkaloidal assay in the upper separator, continue through the various shake-outs, and finally filter it directly into the beakers or dishes. Where a drug is to be extracted, Gordon percolators can be supported above the separator and the drug percolated directly into it.—J. G. Roberts (Amer. Journ. Pharm., August, 1910, 373).

EXPOSURE.

The knowledge of just how long to expose a plate becomes in time a sort of intuitive quality. The eye learns to measure the actinic power of light, and knowing the speed of the plate and the size of stop used—the speed of the lens being already known—the time of exposure is quickly determined.

Actinometers or exposure-meters are very useful adjuncts to have, however, because they are so constructed as to measure the correct time of exposure under different conditions of light, speed of plate and size of stop.

Convenient and useful as these instruments are, one should learn to depend on one's eye and judgment rather than on the exposure-meter.

TO TRANSFER PHOTOGRAPHS TO WOOD.

To copy photographs on wood proceed as follows, says the Photographische Welt :

Dissolve 1 part of gelatin in 25 parts of warm water and add enough zinc white so that when applied to wood the mixture just allows the grain to show through. When this coat is dry apply a 10 per cent. solution of common salt, and when this has dried paint over it a 10 per cent. solution of silver nitrate. Dry quickly and print from the negative until the proper depth of shade is obtained (this must be determined by experiment.) The developing solution is composed of 5 grams metol, 100 grams water and 10 grams glacial acetic acid: For use this is diluted 1.56. When developed to the proper shade the positive is washed and fixed.

TIMING DEVELOPMENT BY A FACTOR.

Timing development by a factor means that one calculates the correct time of development by the length of time which it takes a plate placed in a normal developer to show the first high lights. The whole time which it takes to complete the development is also noted, and this time is divided by the time taken for the first high-light to appear. For example : suppose a negative is placed in a normal developer—say metol-hydroquinone. As soon as the plate is immersed note on a watch the number of seconds before the high-lights appear. Suppose it takes thirty seconds, and development is completed in three hundred seconds. Divide the three hundred seconds by thirty seconds, which will give the number 10. This number then is the factor of this special developer and guide to its future use. The next negative developed in it may take twenty seconds for the first high-light to appear. Multiply the twenty by the factor, which is ten, and the result will be two hundred, showing that this negative will be developed in two hundred seconds. If it takes forty seconds for the first high-light to appear, multiply the forty by ten, which will give four hundred seconds, the length of time necessary for this negative. One can thus calculate the time necessary to get the best results from the plate, and it saves not only time but a vast amount of trouble. Having once found the factor, the timing of the development is quickly determined.

DEVELOPING OVER-EXPOSURES.

The Amateur Photographer recommends the following formula for developing plates which are known to have been over-timed :

A.—Water	4 ounces
Sodium sulphite	100 grains
Dissolve and add hydroquinone	32 grains
B. Water	3½ ounces
Potassium carbonate	160 grain
Potassium ferrocyanide	¼ ounce

Two parts of water and one of solution A are taken, and the plate placed in it for half a minute. Enough of B is then added slowly to just cause the image to appear, and development is then proceeded with as usual.



Are You Benefiting by Our Advertising?

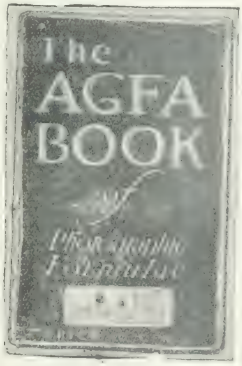
Wellington photo specialties are being advertised from coast to coast—amateurs are told that they can buy them in THEIR town.

Are you ready to supply that demand?

Amateurs will come to YOUR store if they see the hangers we send you. The only handling of the goods is just the handing out.

Write for full particulars. We will send you the "Wellington" hook, free.

WELLINGTON & WARD, 13 St. John Street MONTREAL.



Send the "AGFA" label and 10 cents (coin or stamps) for a copy of the

"AGFA" Book of Photographic Formulae

to

HUPFELD, LUEDECKING & CO

1 and 3 St. Helen Street Montreal



Absolutely Sure!

Any Druggist, when he sells or recommends "Mecca" Ointment does it with a certainty that his customers get full value for his or her money and they will come again and again for it. We will stand behind every jar. All Wholesale Drug Houses or

Foster-Dack Co.

Toronto and Chicago

We invite correspondence.

PROFITABLE SIDE LINES

SEND FOR OUR 800 PAGE CATALOGUE

The OSKAMP-NOLTING Co.

411-413-415 Elm St.

CINCINNATI, OHIO

Robert Gibson & Sons, Limited

Medicated Lozenge Manufacturers

Carlton Works, Hulme, Manchester

London Warehouse: New Zealand Ave., Barbican, E.C.

New York Warehouse: 342 West Fourteenth Street

GIBSON'S

Cream Toffee

The most exquisite sweetmeat and popular Candy ever introduced. The sale of this candy is going up by leaps and bounds wherever it has been introduced, and is undoubtedly one of the most successful selling lines in the Trade.



GIBSON'S

Cream Toffee

This popular Candy is put up in 5 lb. capsuled bottles, making an attractive show on the counter or shelves. Those chemists who have not tried them will do well to purchase from their wholesale dealers. Every wholesale Drug House keeps them in stock.

Gibson's whole line of Fruit Tablets and Medicated Lozenges are so well known and have gained so high a reputation in every English speaking country of the world, that little more can be said on them than is already known, but the cry must be, still they come.

PHOTO-MOUNTANT.

Wheat flour... .... ½ pound.
Alum..... ... . 1 dram.
Boric acid .... 1 dram.
Water..... ... . ½ pint.

Make a smooth paste and add—

Acetic acid..... .... 1 fl. ounce.
Water..... ... . 1 pint.

Mix and heat with constant stirring until nearly gelatinous. If too stiff add more water. When nearly cool add

Oil of cloves ....20 drops.

TO REMOVE THE STAINS OF PYROGALLOL FROM THE SKIN.

Those who are accustomed to work with pyrogallol, which is used in photography, are familiar with the unsightly brown staining which it causes on the hands unless they are protected by rubber gloves. The Pharmazeutische Zentralhalle (No. 3, 1910), states that they may be readily removed by the use of a mixture of 50 grams of sodium sulpnate and 25 grams of calcium chloride in 50 cubic centimetres of water.

PHOTOGRAPHING FROM A DISTANCE.

I have taken several photographs from a distance with no more apparatus than a reel of black sewing cotton. For a time exposure with a roller blind shutter I leave the shutter undrawn and tie the end of the cotton to the end of the cord that sets the shutter, previously passing it through the bar of the front leg so as to give it a downward pull. I can then stand in any part of a group and make the exposure. All that has to be done is to keep the hand that holds the cotton behind someone, so as not to show any movement when drawing the shutter open. This must be done with one steady, even pull, the speed according to the exposure required, not only pulling the blind until the shutter is open, but going on until it is closed again. Anything from a quarter of a second upwards may be given, and I have got good results each time. For an instantaneous exposure with a roller blind shutter, a piece of wire is needed—a hairpin will do. This is clamped tightly by means of the screw that fastens the rising front, so that it forms a little loop through which the thread is passed after having passed it through the bar of the front leg as before. The end of the thread is tied to the bar of the shutter that the teat raises, and the position of the loop of wire must be such that when the thread is pulled the bar is raised, and so the shutter is liberated. T. Arnott, in Photography.

NUMBERING PLATES WHEN ON A TOUR.

It is often difficult, on returning home from a holiday, to identify any particular plate out of a box of a dozen or so, and the value of the carefully noted particulars of exposure, etc., is considerably discounted thereby. I have found the following method work admirably. A stick of chalk, such as is used for school blackboards, is used, and the number is written on the backing. (Being an earnest photographer anxious to do the best work I can, of course I used backed plates.) The plates may be numbered consecutively, but the plan I adopt is this. When a dozen plates have been exposed, they are packed in the box with the wrappings from which are taken those that replace them, each dozen being distinguished on the label on the box, and in my notebook by a letter. However long the trip, it is quite easy to find in the notebook details of any particular plate that is wanted, and the letter found, the box can be picked out directly. Just before development, the number and letter of the negative are marked just on the edge of the film with an indelible pencil. The chalk numbers on the backing may be made large, so as to be read with ease in the dark room.—C. H. in Photography.

CULTIVATE YOUR MEMORY.

One most important feature of success in business, in my judgment, is the cultivation of the memory. I can give you a rule that, if strictly followed in your business life, will cause you to be successful to your fullest expectation.

It is this : When you enter any vocation, learn 10 items or 10 duties. Learn them so thoroughly that nothing can drive them from your mind then add 10 more, and then another 10, and keep on adding tens, not forgetting the tens that have preceded, until you have thoroughly mastered all the details of the business. Master them so well that no matter when called upon your mind will respond at once to the call for information.

When you have done this, your services will be so highly appreciated that you can command almost any salary, because of your being the rare exception in the great mass of employees.

You realize this means that you cannot give your mind up to frivolities nor allow it to wander at will in fields that are not memory-building

You may think this an enormous price to pay, but if you will follow it, and the elements that go towards memory-building, such as good literature, good music, good company, temperance in all things, you will not only be benefited financially, but you will be getting the finest things, and the best things, the mast complete part of a well ordered, healthy and successful life. Frederick Neudorff.



SELL SEEDS THAT FEED—

SPRATT'S
MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

BUSINESSES FOR SALE.

Drug, Stationery and Optical business, in the thriving village of Florence, Ontario. No opposition. Stock and fixtures about $3,500. Annual sales from six to seven thousand. Will sell or rent building at reasonable figure. Other interests demand my attention immediately. If sold before September 1, will be taken off the market. Apply to L. R. MILLER, Florence, Ont.

One of the best locations in Southern Saskatchewan. Village 300. Prosperous, well settled country. Stock and fixtures may be had cheap, taken at once. Address, DOCTOR, Box 19, Canadian Druggist.

Drug business in Southern Sask. All English speaking people. Stock, $3,000, Turnover, $10,000, increasing. No opposition. Doctor and Veterinary. Will sell store on monthly payment. Residence over store.

Box 22, Canadian Druggist, Toronto.

Property, Drug Business and Medical Practice combined, or the drug business alone, in new town of Southern Alberta. Good country, no opposition. Investigate.

Apply BOX 15,
Canadian Druggist.

If you wish to buy a business in the West, write me before deciding. I have two drug stores for sale, which will repay you to investigate. Satisfactory reasons for selling. Can be handled for $500.00 cash or bankable notes. Apply "Veritas," care the Canadian Druggist, Toronto, Canada.

Prosperity is bad for a man or woman if it does not lead them to think nobler thoughts and do nobler deeds.

SITUATIONS VACANT.

Salesman wanted to carry as a side line a legitimate and good selling article. Good commission. See advertisement, page 467 this issue. The Oscar Onken Co., Cincinnati, Ohio.

Salesman wanted in all Canada to carry as a side line great Scotch Cure, with twenty years wonderful success, just introducing same here. Apply BOX 11, Canadian Druggist, Toronto.

Manager wanted for Saskatchewan, registered. Must be thoroughly capable. Apply, giving full particulars, salary required, to F. J. Williams, Humbolt, Sask.

A Drug Clerk wanted with two or three years' experience, or graduate. Apply, stating salary, age, experience, etc., to Almeda Pharmacy, Almeda, Sask.

OPENING FOR DRUGGIST.

Opening for a drug and stationery store, in a growing town, near Toronto. New, up-to-date building, low rent, no opposition. Apply box 41, "Canadian Druggist,"

RADIATIONS.

He who thinks nobly, will act nobly.

The mind mysteries of to-day are the soul code for the lessons of to-morrow.

Let the cog in your thought mill be firmly imbedded in the body of the wheel. Then let the thought-wheel whirl as do the worlds in space, until new thought-worlds fly off—Ah! that brain-mill within the cranium is a wonderful piece of mechanism.

He who lift-is life more fully into his work must be a good business, carpenter and joiner. His thought tool must be sharp and to the point and his tool-chest contain all modern thought-tools. His brain must be filled with constructive ideals. Then he who buys will be attracted to him who sells.—George Spaulding Green.



THE MARTIN, BOLE & WYNNE CO.

WHOLESALE DRUGGISTS
AND IMPORTERS OF FINE DRUGGISTS' SUNDRIES
Corner of Princess and Market Streets . WINNIPEG, MANITOBA

COMING WEST?

SHOULD you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we may be able to assist you.

We are constantly in touch with every section of Western Canada, and we shall be glad if we can be of service to any one, desiring information, as to location, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1,000 to $5,000, also know of a number of good openings for Doctors to handle drug store and practice combined.

Write Us

DRUG REPORT.

Business keeps well up to the mark. A number of chemicals have advanced, viz.: opium, morphia, carbolic acid, mercurials, codeia, caffeine, gum arabic.

Changes in Prices.

D.—Strontia Bromide.....	.....oz.	.10
A. Gum Arabic select.....	... .lb.	.60
A.—Gum Arabic 2nd select.....	.....lb.	.45
A.—Gum Arabic sorts.....	.....lb.	.28
A.—Gum Arabic powd. opt.....	.....lb.	.60
A.—Gum Arabic powd. sorts.....	.....lb.	.35
A.—Mercury Bichloride.....	.....lb.	1.20
A.—Mercury Bichloride pulv.....	.....lb.	1.25
A.—Mercury C. Chalk.....	.....oz.	.06
A.—Mercury Chloride (colored)	.....lb.	1.35
A.—Mercury Chloride Ammon.	.....oz.	.15
A.—Mercury Nitric Oxide.....	.....lb.	1.40
A.—Mercury Oxide Flav.....	....oz.	.12
A.—Codeia Cryst.....	....oz.	5.50
A.—Codeia Phosphate ½-oz.....	.....ea.	.65
A.—Codeia Sulphate, ¼th.....	.....ea.	.65
D.—Calcium Iodide.....	....oz.	.40
D.—Cobalt Nitrate.....	....oz.	.15
D.—Potass Tartrate.....	....lb.	.65
D.—Soda Fluoride.....	....oz.	.10
D.—Soda Nitroprusside.....	....oz.	.40
A.—Caffeine.....	....oz.	.40
A.—Caffeine Citrate.....	....oz.	.35
A.—Morphia Sulphate.....	....oz.	3.50

WHOLESALE OPTICIANS.

A meeting of the Toronto Wholesale Opticians was held at the St. Charles' Cafe on Monday, July 10th with the following present: Mr. E. Reid, Mr. P. Hermant, Mr. W. Fannon, Mr. F. J. Poulter, Mr. F. Higgins and Mr. Mayer. It was decided to form an association to be known as the Wholesale Opticians Board of Trade of Canada, and the following officers were elected:

President—Mr. L. G. Amsden.

1st Vice-Pres.—Mr. P. Hermant.

2nd Vice-Pres.—Mr. T. F. Comerford.

Secretary-Treasurer—Mr. Frank J. Poulter.

Many important matters were discussed, and it was decided that the next meeting would be held in the very near future, when the principal objects of the Association would be taken up thoroughly, and it is intended that the wholesale jewelers will be invited and solicited, with the object of their becoming members and enlarging the work of the Association.

All present were very enthusiastic, and felt the Association formed was much needed and is an assured success.

PEARLS FROM COCOANUTS.

Few people know that the cocoanuts of the Malay Peninsula sometimes produce pearls that are highly prized by the natives, writes Consul are highly prized by the natives, writes U. S. Consul DuBois from Singapore.

lusks and are similar in composition to the oyster pearls, having calcium carbonate and a little organic matter. The mollusk pearl is said to come into existence by the efforts of the oyster pearl to dispose of irritating particles that have entered the shell; but the cocoanut could have no cause for producing these concretions which, while they have great similarity to the pearl, are not pearls. These concretions form just beneath the stem, and a pure white pearl brings a high price, as it is supposed by the natives to possess some kind of a charm. Cases have been known where the cocoanut pearl has been sold as a mollusk product, but such instances are rare. It is not probable, as has been reported, that cocoanut pearl growing will become an industry of any importance.

We Give = You Get

THE BEST

FOR THE LEAST

In Our Specialties:

Triumph Eye Glass, Sure-Fit Strap,

Ear-Ez Frame, Ear-Ez Mounting,

Prescription Work

Samples Gladly Sent on Request

Michigan Optical Company, Limited

20-22 ADELAIDE STREET WEST **TORONTO**

THE CANADIAN NEWSPAPER DIRECTORY FOR 1911.

We have just received from the publishers, A. McKim, Limited, of Montreal and Toronto, a copy of 1911 Edition of the Canadian Newspaper Directory.

This is the Seventh Edition of this valuable work, which fills a very real need in Canada and deserves a place on the desk of every business man, whether he is an advertiser or not.

The Canadian Newspaper Directory lists and describes 1,526 periodicals in Canada and Newfoundland. Of these 136 are daily, 1,102 weekly or semi-weekly, 265 monthly or semi-monthly, and 23 are published less frequently. This is a considerable increase over the last edition.

In addition to this, the Directory supplies a comprehensive Gazetter, giving the population, the chief industries, the railway, telegraph and banking facilities and other interesting features of every newspaper city, town or village in Canada.

This work contains over 475 pages. It is splendidly bound, and is certainly a credit alike to the publishers and to the Canadian newspapers generally.

A. McKim, Limited, are particularly well qualified to edit and publish this, the standard book of reference on Canadian publications. They are the pioneers in the Advertising Agency Field in the Dominion, the McKim Agency having been founded in Montreal in January, 1889, twenty-two years ago by Mr. Anson McKim, who is still at the head of the business.

During all this time they have been the acknowledged leaders in this line in Canada, and the Agency business has been developed from a very small beginning—then performing only the functions of the middle-man—to a very large producing enterprise which runs into the millions.

It goes without saying then that no other Agency is in closer touch with the publishers of the Dominion than McKim's, and they are therefore able to get the most reliable information. The price of the 1911 Directory is $2.00.

CORONATION SOUVENIR CARDS.

The House of Raphael Tuck & Sons Co., Ltd., are noted everywhere for the excellence of their productions, and the beautifully designed Coronation Post Cards and other souvenirs of this celebrated event are distinctly worthy of the house which has produced them.

These cards, etc., will for some time yet have a large sale, and would suggest that our readers write at once to their Canadian house, 9-17 St. Antoine St., Montreal for particulars and prices.

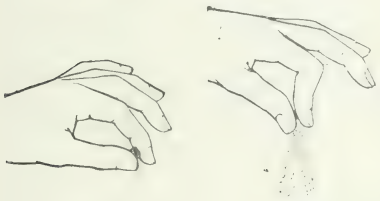
The Canadian Druggist.

Vol. xxiii. TORONTO, CANADA, SEPTEMBER, 1911 No. 9

EXAMINE then JUDGE a

" PULVERETTE "

The All British Patent **POWDER PILLS**



Before After

¶ Superior to pills and compressed tablets.

¶ Supersede American made Powder Pills.

¶ Will not crack or discolor when kept.

¶ Process of manufacture is simple, quick and accurate

¶ Drugs do not deteriorate during manipulation.

¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in

PULVERETTES.

Canadian Depot:

T. H. McTAVISH & CO., 723 Yonge St., Toronto

Samples and Quotations:

OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

BEST EQUIPMENT FOR GRADUATES.

In a letter which appears elsewhere from Mr. Henry Watters, than whom no one is more competent to deal with the matters under discussion he makes mention of the fact that we had in the past taken exception to the proposal that the Ontario College of Pharmacy should include in its instruction a correspondence course, thus preparing the student better for his course in the college.

Now the ground that we have always taken is, that the teaching staff of the O.C.P. has already quite as much work as it can properly accomplish, and to add to their labors that of a correspondence course would, in our opinion, mean neglect of their present duties, not a wilful neglect, but simply through not being able to give the time and the attention that the present course deserves. We believe that the Dean and his splendid professorial staff have now all the work that they can reasonably be expected to perform, and it would be unfair, both to the staff, as well as to the College to add still further to their labors.

We quite agree with Mr. Watters that a correspondence course would be a valuable help for apprentices, and if such a course can be added to the teaching already existent in the College without adding to the duties of the present staff, we would heartily commend it.

We do not believe that the O.C.P. is doing all that might be expected from a teaching institution which has at its back the money and accommodation to do more. We have before now called attention to the fact that other colleges of pharmacy, notably that of Philadelphia, have adopted a commercial course for their students, a branch of teaching which has proved to be not only successful in the matter of educating the students along business lines, but also in interesting them in this special branch of their study.

A large proportion of our student . on graduating from the College are not fitted to go into business, simply from the fact that they have not had the time nor the opportunity to master the business end of their calling, and we maintain that it is the duty of every teaching college

so to equip its students that they are prepared to make immediate use of their instruction, and to be able to commence business on their own account.

We are glad Mr. Watters has opened up this matter and trust to hear from others, as it is from an agitation of this kind that the druggists of Canada can voice their opinions.

THE SALE OF POISONS IN MANITOBA.

Some time ago a correspondent in the province of Saskatchewan complained of the sale of strychnine by a department store in Winnipeg, and suggested that some steps should be taken to prevent it. We took up this matter with the Pharmaceutical Association of Manitoba, and we were informed that the solicitor of the Association "sees no reason why the sale of poisons may not be made by mail, and the full requirements be complied with."

For our part we cannot see how the Act can be complied with unless the purchaser signs his name in the book provided for the purpose, and also that the purchaser is known to the person making the sale. Clause 32 in the Amended Act (Feb. 26, 1908,) says in part,

"It shall be unlawful to sell any poison by retail, to any person unknown to the seller, unless introduced by some person known to the seller." And again it says, "On every lawful sale of any such article the person after selling the same shall, before delivery, make an entry in a book to be kept for that purpose, in the form set forth in Schedule B. of this Act, stating the date of sale; the name and address of the purchaser; the name and quantity of the article sold; the purpose for which it was stated by the purchaser to be required, and the name of the person, if any, who introduced him, to which entry the signature of the purchaser shall be affixed."

How can the purchaser affix his signature in the poison's book if the article is mailed to him, and is living perhaps one hundred miles away? And how can the salesman personafly know the purchaser or be introduced by someone who does know him, as is required by the law?

Apart from the injustice which it works to the retail druggist, we claim that the indiscriminate sale of poisons through the mails is contrary to the intent of the Act, and is also fraught with so much danger to the general public that some means should be adopted to prevent it.

KENT M'CLAIN AGAIN.

The Poole Drug Co., of Nelson, B.C., in making their recent store improvements, again called upon Kent McClain, Limited, (Toronto Show Case Co.) to do the work.

A NEW PRICE CONTRACT PLAN.

As a result of a recent decision of the Supreme Court of the U.S., a synopsis of which was given in these columns some time ago, the Dr. Miles Medicine Co. have adopted a new contract for the price protection of their goods. This contract has the effect of placing the goods on commission with the retailer, and "the first actual sale made is that which the retail dealer makes to the consumer, and the title to the goods remains in the hands of Dr. Miles Co. no matter whether they are held in stock by the jobber or the retail dealer until the sales are accounted for to the company."

The retail dealer will obtain his supplies as usual from the jobber, and remittances and statements of amounts sold will be sent to the agents from whom the goods are purchased.

"The wholesale distributing agent will consign and not sell to the local agent and may invoice the goods upon a separate consignment invoice or include them with other goods on a general invoice by indicating by any convenient method that the Miles goods are on consignment."

A THOUGHT FOR MANUFACTURERS AND JOBBERS.

It is gratifying to note that many jobbers and manufacturers are awakening to the fact that the fight which the retail dealers are continually waging against the aggressions of the cutters and catalogue houses is one which concerns the welfare of every jobber and manufacturer in the country, says an Exchange.

And as they are realizing this fact they are entering the lists and lending the weight of their influence to the cause of the dealers.

We are glad to notice an appreciation of this fact, and we trust that this proper vision will quickly extend to all. There has been somewhat of a disposition to regard this matter with a feeling of indifference and detachment. It has been felt that this was a question between the retailers and these houses, which need cause no particular or personal concern to others.

But a moment's reflection will banish this comfortable assurance.

Suppose the retailers should be completely routed and should dwindle in numbers and in the amount of business transacted. Where would the jobber be in that case, and where would many manufacturers be?

The retailer is just as necessary to the existence of the jobber as is food, or drink, or air to any individual. Whatever injures the retailer injures the jobber and manufacturer. If he is ruined, they too, follow him to failure. If, however, he

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YOU ARE LOSING MONEY

If You Do Not Sell Gillette Safety Razors



GILLETTES sell **readily** and **steadily** — over a million a year.

Profits are **substantial** and **sure**, for there's no price cutting.

Some retailers are getting these profits. Why shouldn't **you**?

So far as appearance is concerned, the gold and silver plated and gun metal finished GILLETTE sets, in their leather and plated metal cases, are handsome enough to grace the finest drug store.

In value and profit for the space occupied they compare very favorably with a good share of your stock.

Behind the GILLETTE Safety Razor is one of the most forceful and most extensive advertising campaigns now being carried on in Canada, making new customers every day.

As a trade-retainer the GILLETTE is unique. There is not only the genuine, delighted satisfaction when a man realizes how much it adds to the comfort of his daily toilet—though this means much to you in his good-will. Besides that, each man who buys a GILLETTE from you will come back to you regularly for new blades. How much of your other lines you can sell him on these visits depends on your salesmanship.

There is no reason in the world why you should not participate in GILLETTE profits, and many reasons why you should. Stock up now and be ready for the Christmas trade.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory - - - - 63 St. Alexander St., Montreal
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Factories in Montreal, Boston, Leicester, Berlin and Paris

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grows and prospers, they share in his prosperity and rejoice in their growth.

Many manufacturers feel that this contingency does not apply to them, and it may be possible that they are correct. But every manufacturer should reflect that there is safety in a large number of customers, and there is danger—grave danger—in a few.

If, preadventure, a few large mail order houses should supplant the many small dealers, the manufacturers would shortly find themselves at the mercy of merciless buyers. These buyers would play one off against another in the pitiless game of price-cutting, and with hand on throat they would extract the uttermost farthing.

Instances could be multiplied of manufacturers going down to ruin and defeat who have been unfortunately led to abandon many small customers for one or two larger ones, and who each year were ground finer and finer, until they succumbed at last to the adverse circumstances.

We would that all jobbers and all manufacturers would sweep aside the veil which obscures their vision, and clearly see that this fight is their fight, and enter the field with their tremendous influence in the cause of right, justice and self-defence.

THE SALE OF HYPODERMIC SYRINGES RESTRICTED.

A Bill has recently passed in both branches of the Legislative Assembly of New York State, regulating the sale of Hypodermic Syringes. The Act as passed makes it unlawful for anyone to sell at retail or to furnish to anyone other than a duly licensed physician, dentist or veterinary surgeon, a hypodermic syringe, except on the written order of a practitioner of one or the other class. Each sale also must be registered in a book for the purpose, and any violation of the law is classed as a misdemeanor under the laws of the State. The object of the Act is to prevent anyone purchasing a syringe of this kind for injections of cocaine, morphine or any habit forming drugs.

AMERICAN PHARMACEUTICAL ASSOC.

The annual meeting of the American Pharmaceutical Association was held at Boston, Mass., August 14th to 19th. The treasurer's report shows a total membership of 2,490, of these 2,353 are "active" members, the balance being life and honorary.

The assets of the Association total up to $15,321.45.

Morality does a lot of unnecessary parading in public.

O. C. P. COUNCIL.

The biennial election of the Council of the Ontario College of Pharmacy resulted in several changes taking place, two of the old members and both of them excellent men, Messrs. Roberts, of Parkhill, and Harrison, of Dunnville, suffering defeat. Mr. John Hargreaves, President of the Council, retired from the Council after a faithful service of several years. The contest in No. 7 District resulted in a tie, and the President cast his ballot for the present member, Mr. Griffin.



1, Henry Watters; 2, E. W. Chase; 3, J. H. Jury; 4, W. H. Worden; 5, G. E. Gibbard; 6, H. G. Robertson; 7, B. Griffin; 8, Alex. Stewart; 9, T. E. McClellan; 10, C. T. Adams; 11, J. F. Pepper; 12, E. R. Waghe; 13, A. J. Johnston.

The council elect consists of excellent representative men and we look for useful and progressive legislation during their term of office.

The results are as follows, those marked with a * being elected:

District No. 1—Henry Watters, Ottawa (Accl.)

District No. 2—E. W. Chase, Picton (Accl.)

District No. 3—J.H. Jury, Bowmanville (Accl.)

District No. 4—*W. H. Worden, Toronto, 35; J. F. Taylor, 31.

District No. 5—*G. E. Gibbard, Toronto, 66; G. A. Reid, 23.

District No. 6—*H. G. Robertson, Barrie, 27; C. A. Nettleton, Penetanguishene, 12.

District No. 7—*B. Griffin, Hamilton, 35; A. J. Greenwood, St. Catharines, 35.

District No. 8—*Alex. Stewart, Guelph, 33; T. F. Brown, Shelburne, 19.

District No. 9—*T. E. McClellan, Galt, 37; R. A. Harrison, Dunnville, 17.

District No. 10—C. T. Adams, Sault St. Marie, (Accl.)

District No. 11—J. T. Pepper, Woodstock, 41; J. F. Roberts, Parkhill, 31.
District No. 12—E. R. Wigle, Goderich, (Acclm.)
District No. 13—A. J. Johnston, Sarnia, (Acclm.)

The attendance at the O.C.P. for the coming season promises to be a record one, up to August 21st ninety-one having been enrolled. The session commences September 7th.

Geo. E. Thatcher, an O.C.P. graduate, but now engaged in the retail drug business, and wholesale physicians' supplies in Youngstown, N. Y., paid a visit to the College last month.

LOVE OF THE GAME.

For some men, buying and selling is as great a delight as felling a deer. For others the manufacture of goods is as great a joy as landing a trout. For such a man enthusiasm for his work is unfailing and industry unremittant.

He is suited to his task as is the cub to the fight, the puppy to the chase, the squirrel to the burying of nuts, or the hunter to the killing of game. His labor always appeals to him as the thing of supremest moment. His interest in it is such that it never fails to inspire others by infection. For such a man laziness or indifference in business seems anomalous, while industry and enthusiasm are as natural as the air itself.

By classifying the love of the game as an instinct we seem to admit that it is born and not developed, that some men possess it and others do not, that if a man possesses it he does not need to cultivate it, and that if he does not possess he can not acquire it. There is doubtless much truth in this, but fortunately it is not the whole truth.

Some instincts are specific—even stereotyped—and not subject to cultivation or change. Thus the bee's instinctive method of gathering and storing honey is very specific and definite. The bee is unable to modify its routine to any great extent. The bee which does not instinctively perform the different acts properly will never learn to.—System.

"WE DO NOT SUBSTITUTE."

A leading manufacturer of ready mixed paints has been distributing to his trade well-printed cards which read as follows:

We Do Not Substitute.

The policy of this store is: We give you what you ask for. If we do not carry in stock the article you wish, we will get it for you regardless of the expense to us. What we want is not only customers, but pleased customers.

BOOKS, ETC.

ANALYTICAL REAGENTS.

Standards and Tests, compiled by Edmund White, B.Sc., (London), F.I.C. 1 shilling net. London, Hopkin & Williams, Ltd., 16 Cross St., Hatton Garden, E.C.

This is a compilation from books of reference, the various National Pharmacopoeias, papers appearing in chemical journals and controlled by the experience gained in the works and laboratories of Hopkin & Williams, Ltd.

The tests described are not intended, we are told in the preface, to replace entirely the usual qualitative and quantitative tests necessary for the identification and determination of the substances under which they are described, but rather "to indicate the degree of purity which experience has shewn to be necessary."

MERCK'S MANUAL OF THE MATERIA MEDICA.

A ready reference pocket book for the physician and surgeon. The work is divided into four parts: Part first, The Materia Medica as in actual use to-day by American physicians; part second, Therapeutic indications and prescription formulas for the use of the materia medica and bedside diagnosis; part third, Classification of medicament; part fourth, Miscellany, hints and reminders.

The book is a practical work of value to the busy practitioner and is now in its fourth edition (revised). Merck & Co., New York.

BULLETIN OF THE LLOYD LIBRARY.

Bulletin No. 18, Pharmacy Series No. 4. A history of the vegetable drugs of the Pharmacopoeia of the United States, by John Uri Lloyd, Phar.M., with portraits of Charles Rice, Ph.D., New York, N.Y., elected Chairman of the Pharmacopoeial Committee on Revision, who died May 13th, 1901, and Joseph P. Remington, Ph. M., Philadelphia, Pa., Dr. Rice's successor as Chairman.

Drug Treatise No. XXI, being a Treatise on Apis (The Bee), Tela Aranеae (Cobweb), Spongia and Cantharis. This Treatise on remedies, three of which are of insect origin, is peculiarly interesting, the history, descriptions and therapeutic record being considered very fully. Published by Lloyd Brothers, Cincinatti, Ohio.

LAND, FISHERIES, GAME AND MINERALS

This work, which is liberally illustrated, is published by the Commission of Conservation, Canada, and is a work of unusual interest, entering very fully, as it does, into these various resources of the Dominion.

AGRICULTURE IN ONTARIO

By C. C. James, Deputy Minister of Agriculture for Ontario.

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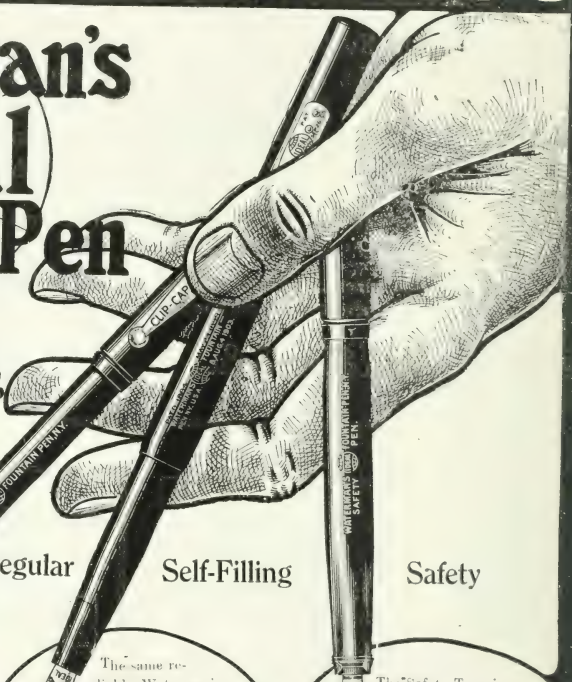
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The same reliable Waterman's Ideal, only with the filling device inside the barrel. This pen has all the advantages of the regular type, with the addition of an automatic ink tube which is convenient, unobtrusive and durable.

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Waterman's Ideals supply a line which has real live interest and selling qualities. Everyone who enters your store is a possible purchaser. It is only a question nowadays of which type of Waterman's Ideal is wanted. People have their preferences in that. The three standard types are shown above. This is the complete line, requiring the minimum of space and investment, carrying the greatest publicity and the most intelligent and comprehensive co-operation in selling.

Write for catalogue, terms, selling suggestions and aids.

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PHARMACY IN GREAT BRITAIN

The Pharmaceutical Conference at Portsmouth—National Insurance Bill and Medical Benefits—A New Pharmaceutical Appointment—What is Sweet Spirit of Nitre?—Miscellaneous Items.

(From our London Correspondent.)

The meeting of the British Pharmaceutical Conference, which took place at Portsmouth on July 25th and two following days, was the forty-eighth of the annual gatherings, and was in every respect a most successful festival. Mr. W. F. Wells, the President, infused the necessary vigor and interest in the proceedings, and a lengthy scientific and social programme was carried out. Your report of the Conference indicates the important subjects dealt with in the presidential address. It was an extremely able review of the current position of pharmacy, and will rank among the best of the long series of addresses. The scientific communications do not reach the usual number, but what they lacked in numbers they made up in interest. Messrs. E. H. Farr and R. Wright's paper on "The supposed loss of morphine in the preparation of tincture of opium," proved to be an instructive communication and a good discussion followed. Mr. John Umney's paper on "Podophyllum Emodi," and Mr. Harold Dean's paper on "Extract of Indian Hemp," also formed the basis of brisk discussions. The Practice section of the Conference which was instituted last year, gave consideration to several matters of importance. Mr. E. F. Harrison, who read a paper on "Secret and Proprietary Medicines," suggested that legislation dealing with specious secret medicines was badly needed. What was wanted was that the law should make it compulsory for all medicines advertised or sold for the cure of disease, when not supplied to a medical prescription, should bear on the label a full statement of their exact composition, and that the label should be the force of a warranty with penalties for misstatements. This would not interfere with legitimate manufacturers who would be anxious to co-operate with any proposal to stop quackery. The Conference passed a resolution to the effect that a government inquiry should be held in regard to the question, with a view to introducing legislation in the matter. Among the numerous social gatherings at the Conference was an excursion to the Isle of Wight. The outing was enjoyable in every way. Favored with fine weather, the second trip to the Ryde, and the drive to Cairsbrooke Castle and Shanklin, gave the visitors an ideal opportunity of seeing the splendid natural wealth of the Garden Island. The decision of the meeting to assemble next year in Edinburgh was a very wise step. It will be twenty years since the Conference last met in Edinburgh, and the heartiness of the Scottish welcome on that occasion, still lingers in the memory of those who were present. Sir Edward Evans, well known for his distinguished political services, and by reason of his close knowledge of the drug trade in Great Britain, Canada and United States, will doubtless make an excellent President.

* * * * *

You have previously recorded the unusual amount of interest which is being taken by pharmacists here in a measure now before the parliament. I refer, of course, to the National Insurance Bill and its connection with the practice of medicine and pharmacy. Never before have the medical and pharmaceutical professions been so united as on this question of national sickness insurance. On August 3, the House of Commons devoted its attention to the medical aspect of the Bill, and after close consideration and a powerful speech by Mr. W. S. Glyn-Jones, "the Chemists M.P.," the House accepted the principle that the dispensing under the Bill should be confined to registered chemists only. The House also agreed to a proposal that medical benefit should be administered by Local Health Committees, and not by Friendly Societies. The way was also opened for a panel of doctors and pharmacists to be set up so that insured persons may choose their own medical man and chemist. The concessions thus gained form an important step forward, and pharmacists are now hoping that the Bill will soon be passed.

* * * * *

At the August meeting of the Council of the Pharmaceutical Society of Great Britain, it was decided to appoint Mr. W. J. N. Woolcock as Local Associations officer. The duties of the Organizing Secretary (as most people will call him) will be to visit pharmaceutical associations throughout the country on a systematic basis, and to insure an interchange of information between local workers in pharmacy and headquarters. The new appointment indicates that Bloomsbury Square is alive to the needs of the hour in connection with pharmaceutical organizer and Mr. Woolcock is regarded as a most suitable man for the position.

Sweet spirit of nitre is regarded as a most difficult drug to keep in the pharmacy for any length of time. Prosecutions for the sale of the drug which the analyst found to be deficient in nitrous ether have been very frequent lately. Some chemists only keep a very small stock of the drug at a time with the object of preventing evaporation and otherwise increase the strength of the sweet spirit of nitre. The Chemists' Defence Association is considering the question of the best way to overcome the difficulty, and it is expected that the formula in the British Pharmacopoeia will be altered in the next edition. I notice that Mr. David Howard, of Howards' & Sons, Ltd., Stratford, writing to the Pharmaceutical Journal recently, says that "Mr. Dott's paper at the British Pharmaceutical Conference, raises anew an old question that has never been satisfactorily answered: "What is sweet spirit of nitre?" The easiest constituent to estimate is the nitrous ether, and it is assumed that it is the only valuable one, and that a solution of lactate of soda and nitrous ether is of the nature and property of the sweet spirit of nitre which is so popular a medicine. But is this so? The compound which was made for generations, and on which the reputation is founded, contains little nitrous ether, but a good deal of other derivatives of alcohol. Is it quite certain that in confining our attention solely to the ether we are not neglecting other constituents as useful and possibly more useful."

* * * * *

Mr. Samuel Roberts, whose name will be familiar to your readers as late head of the firm of Messrs. May, Roberts & Co., Clerkenwell Road, London, E.C., and Westmorland Street, Dublin, and whose death you recorded some months ago, left an estate valued at £30,539.

* * * * *

Only those who have had anything to do with the work of compiling a book of reference, can appreciate the misfortune which has overtaken the manuscript of the Australasian Pharmaceutical Formulary. A recent mail from Australia recording the misfortune states that the manuscript had been left at a large firm of Sydney printers for the purpose of obtaining an estimate of the cost of printing, and whilst there a destructive fire occurred, involving £50,000 damage including the whole of the contents of building, amongst which was the manuscript referref to. There are several other unrevised copies in existence, but at the time of writing it was not known whether a copy of the final revise, which necessitated a vast amount of work, had been kept.

BRITISH PHARMACEUTINAL CONFERENCE —FORTY-EIGHTH ANNUAL MEETING.

The forty-eighth annual meeting of the British Pharmaceutical Conference took place at Portsmouth during the week commencing on July 24 last. Mr. W. F. Wells was President, and pharmacists were present from all parts of the United Kingdom, and in addition several overseas visitors attended the meeting. There were one or two innovations which tended to make the gatherings more than usually interesting. In the first place the Practice Section of the Conference, which has for its object the consideration of commercial questions, as distinct from the scientific work of the Conference, held its initial meeting and the experiment showed the need for such a section. Secondly, a remarkably successful Conference dinner, which was held in the Portsmouth Town Hall, and attended by a number of civic personages, members of the medical and legal professions, etc., was notable for a striking declaration of sympathy and co-operation between the medical profession and pharmacists. Finally, the social side of the Conference was in singularly able hands and "Sunny Southsea" and the Isle of Wight gave the visitors the warmest of welcomes.

THE PRSIDENTIAL ADDRESS.

Mr. W. F. Wells delivered his presidential address at the first session of Conference held at the Municipal College, Portsmouth, on Tuesday, July 25th. Mr. Wells remarked that he knew of no Association which rested its claim for existence on some great public want, more than that of pharmacy. This should be a very strong point in dealing with pharmacy and poisons laws, but it was one invariably overlooked, and by none so much as by the representatives of the Crown and their members of Parliament. The fact that the Pharmacy and Poison Laws of Great Britain and Ireland were, with one exception, passed—not for the benefit of the dispensing chemist, but solely for the protection of the King's subjects—is apparently not appreciated by the latter. In Germany every man, from the Emperor down, has to attain proficiency at a craft, and it is said that the present Emperor, like his father, is by trade a carpenter—a very suitable calling for those whose principal work consisted of building an Empire and making and repairing Cabinets; it is a pity some such rule is not in force in this country. This is the age of technical education, and by all means let them correspondingly educate the members of Parliament and the public. If all the legislators had to learn a business or trade, how different their laws would be when made by practical men instead of lawyers and theorists. If a qualification for the position for member of Parliament was that each aspirant had to spend

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15 to the Dozen **Beats All!**

Vinolia New Lines

Bonnie Prince Charlie Toilet Water

Exquisite White Heather Odor
In 2 Sizes at $2.80 and $4.80 per doz., less 5 p.c.
Protected prices 35c and 60c

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Exquisite White Heather Odor, in white or flesh tints
At $2.10 per doz., less 5 p.c.
Protected Price 25c

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White and Flesh Colors at $2.10 per doz., less 5 p.c.
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The above goods sold only to Druggists who sign an agreement not to cut the above retail prices. Carriage paid on orders of any Vinolia toilet goods of the value of $25.00 and upwards to any point east of Port Arthur.

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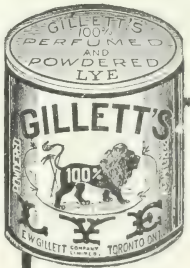
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Because they are the best to be had, and show the dealer a margin of over 75% profit.

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Retail Druggists

get familiar with the many uses of Gillett's Lye, and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant—it's a sure trade-bringer.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Awarded highest honors at all Expositions.

E.W. GILLETT COMPANY LIMITED

a short time in a pharmacy—not, of course, taking any part in the work, but watching the pharmacist at his operations—he would soon learn some of the difficulties and worries that help to make up the "daily round and common task" of the pharmacist; he would observe the nicety required in handling medicines, and realise the great danger lurking in the poisons cupboard if the pharmacist happened to be a little too liberal in his dispensing. He thought it was realised more and more that a man to be successful in any calling must specialise. Taking as an instance, the medical profession of to-day, the President pointed out that the old general practitioner who supplanted the barber surgeon of past times was gone; there was now the specialist in each branch of the medical profession, and the public went to him with the utmost confidence that he was best fitted to take the case in hand. Barristers, solicitors, and the representatives of almost every profession who aim at coming to the front must specialise. The moment pharmacy was lowered to the level of a general business, as is being done so largely by department stores and by limited companies of persons without any knowledge of pharmacy, whose sole object is to "mak money—honestly if ye can—but mak money," then the fine art of professional dispensing was lost, and in many cases the public health suffered.

What became of the tons of damaged and useless drugs that from time to time are placed on the market? Much of the stuff which was unsaleable in the British drug market was, we believe, sent abroad, and yet found its way back again, having been either cooked or redressed, to Great Britain and Ireland for consumption. Who is responsible for this state of affairs? The answer is the boards of guardians, governors of institutions and the public who insist on buying medicines at competitive prices at which we know they cannot be produced. It appeared to him a cruel thing—for those who have in their hands the care of the sick poor in public institutions to purchase the supplies of medicines, putting price first, and too often without regard to quality or therapeutic value, the lowest tender being the one standard of merit. In Ireland the Local Government Board compelled the guardians of unions to accept the lowest tender. He urged that guardians of institutions should use the greatest care in seeing that the very best medicines were produced.

Discussing the question of pharmacy laws and regulations in France and Germany compared with those of Great Britain, Mr. Wells showed that in France the retail sale of drugs, medicines and allied products connected with the art of healing was exclusively confined to qualified pharmacists holding the French diploma. The proper working and management of pharmacists is under the supervision of pharmacy inspectors, and the law regarding their functions was revised in 1905. The business of the inspectors is to interpret the law in a fair spirit, without applying the text too rigorously. They took samples of doubtful products for analysis, and prosecutions are carried out in case of fraud. The pharmacist must keep a register on which all the prescriptions he dispenses are copied. According to French law, a pharmacist can own but one pharmacy, but he can take a partner or partners. Patent medicines—i.e., secret remedies— are a somewhat sore point with French pharmacists. Legally, their sale is prohibited, but in practice that is impossible, and their sale is very large; such sale, however, is confined to pharmacists, and cannot be encroached on by grocers, etc., as in Great Britain.

The practice of pharmacy in Germany is strictly confined to apothekers, and a custom existed there which was unknown either in Great Britain or in France, of strictly limiting the number of pharmacists, each pharmacy throughout the empire being licensed by the State. The consequence was that apothekers cannot start business as such until a vacancy for a pharmacy occurred, and he obtained or purchased the concession to carry on the business of an old-established pharmacy, or to open a new one where the growth of the population warrants the State granting a new concession. The sale of all medicines was restricted solely to the pharmacists, subject to the regulations regarding the sale of remedial agents. In conclusion the speaker referred to the outlook for pharmacists, and thought that with the Shops Bill and the National Insurance Bill before them, the prospects were dark.

Mr. J. R. Atkins, J.P., a past President of the Conference, proposed a vote of thanks to Mr. Wells for his address, and Mr. W. A. H. Naylor, (London), seconded the motion.

Among the scientific communications read at the meeting was an important paper by Mr. F. W. E. Armand, on

THE COMPOSITION OF DIABETIC FOODS

The author had examined twelve different samples, the products of seven manufacturers, and the products of only one manufacturer were found to be satisfactory. High prices were charged for the foods, but the author found the great majority of them of no more value than ordinary bread. They contained starch in the ordinary way although the advertisements said that the starch present in the foods had been altered by special methods and existed only in a modified form. In the discussion on the paper, Mr. J. W. Gamble (London), thought that the state of affairs revealed in the paper was such that the

matter should be carried very much further than the simple acceptance of the paper by the Conference. He thought those present would agree that the figures given by the author revealed a scandalous state of affairs. These diabetic foods were sold at high prices, and it was obvious that the value of some of the preparations for diabetic purposes was no greater in a large proportion of cases than ordinary bread and flour, and the comparison between the respective cost was simply ridiculous. An examination of the literature which frequently accompanies foods of this description sometimes shows that an indication is given that they were free from starch, and he thought it must be a misdemenour in the legal sense to sell these preparations as diabetic food under such conditions. Therefore, he suggested that if Mr. Arnaud was able to carry the work further, it would be within the province of the Conference to make representations to the proper quarter.

The Conference decided to refer the paper to the Executive with a view to possibly communicating with the British Medical Association.

Mr. Thomas Stephenson, F. R. S. E., (Edinburgh) extended a hearty invitation to the Conference to visit Edinburgh next year, on behalf of pharmacists in the Scottish Capital. Several other speakers supported him, and the invitation was unanimously accepted.

Sir Edward Evans, a director of Evans, Sons, Lescher & Webb, Ltd., Liverpool and London, was elected President of the Conference of 1911-1912.

BELGIAN GOVERNMENT ADOPTS METRIC SYSTEM.

American Minister U. S. Grant Smith sends from Brussels the decree of the Belgian Government of August 17 which makes the use of the metric system of weights and measures obligatory for all public documents, notices and advertisements, and for all papers, public or private, produced before a court, notary or other public official. The use of any other standard, except the marine knot and ton and in dealings with foreign countries, is made punishable by a maximum fine of 50 francs (89.65), and the confiscation of the measures which may be used.

KENT-M'CLAIN AGAIN.

In making his recent improvements, Mr. W. C. Black, of Calgary, [illegible] the "Trianon." This is Kent McClain, Limited's Toronto show Case Co.'s famous combination counter, display case, and stock cabinet, which still holds the field.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

LETTER FROM MR. HENRY WATTERS.

SURGEON'S ANTISEPTIC — A CORRESPONDENCE COURSE.

Ottawa, August 4th, 1911.

To the Editor of the Canadian Druggist :

In your April issue you reproduce a formula for "Surgeon's Antiseptic" taken from The Pharmaceutische Centralhalle, of sufficient and curious interest to warrant additional reference. You see I have some personal interest in this formula, as it is my own creation, though it might appear from the manner in which it now crops up, as coming from another source. It is moreover robbed of any value it might otherwise possess by being stripped of the special characteristic garb in which it was introduced to the pharmaceutical world. As it appears in your journal it is doubtful if it would ever be put to the profitable use for which it was intended and eminently serves. To put the matter right without further preamble, this formula was just one of a number dealt with in a contribution presented at the Banff meeting of Canadian Pharmaceutical Association. My paper was named "Some Pharmaceutical uses of Oleic Acid." It provided working formulas for a number of preparations of commercial and scientific interest to the pharmacist. The one under review might be considered the least important one of the lot from the viewpoint of the Canadian Pharmacist, yet it has found favor with foreign workers, and from this circumstance may be worth repeating. It was intended to supply a water soluble Cresol Antiseptic similar to Lysol which it resembles intimately in physical and chemical characteristics.

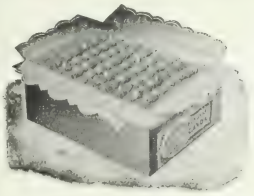
Here is the formula reproduced in its original and correct shape.

Soluble Cresol Antiseptic.

Cresol, U. S. P....	50 C.C.
Oleic acid, purified.....	25 C.C.
Ammonia solution, 30 per cent....	5 C.C.
Water.....	25 C.C.

Mix by agitation.

This, and the other, and more important formulas were first given out through the medium of the Canadian Pharmaceutical Association, so it is but fair that that body should be given due credit for its initiative in promoting an interesting and profitable feature of the druggists calling. If the practical use to which these formulas can be put is followed by every druggist in the land all the money contributed to the Association will be returned to each one a hundred fold, to take only the lowest, most practical view of the functions of that organization. As you have quite recently published formulas similar to those



Chocolate "Bordo"

The Sweet that All Can Eat

There is a reason why **BORDO** has proved such a phenomenal seller from the time it was first shown, and there is a reason why every dealer who has handled **our line** has sent in repeat order after repeat order.

THE REASON IS—The distinctive quality and flavor of **BORDO.**

We have many imitators but they can't copy the delicious flavor and consistency that has made **BORDO** the candy hit of the past 25 years.

Your stock is not complete without this specialty.

CHOCOLATE BORDO will stimulate sales for you. They will repeat.

Make this fall's business big in profits. Pleased customers. Satisfactory sales. Full of repeat orders.

Don't wait, don't delay, don't hold back. Write to-day for samples and full particulars. Do it right now.

10c Packages ½ lb. Boxes 1 lb. Boxes 5 lb. Boxes

The Montreal Biscuit Company

M'f'rs of High Grade Confectionery. **MONTREAL**

Sovereign Perfumes, Ltd.

CANADA'S
Largest
Makers of

Perfumes

and

Toilet Preparations

TORONTO

KEATINGS POWDER



KILLS BUGS

The Pantry Pest makes his exit when Keatings arrives. A clean, safe and effective way of getting rid of cockroaches.

Sold by all Druggists
100 In tins only 10, 15, 20, 25c.

Easiest, surest, cleanest, quickest way of getting rid of Cockroaches.

You may recommend Keating's as a sure exterminator of the Cockroach. A light sprinkle of it will keep them permanently banished.

(The English powder that "old country people" ask for.)

A Set of Window Fixtures for the Drug Trade

"FIXTURES THAT BECOME FRIENDS"



$25.00

Send for
"A MESSAGE FROM HELL."
It has a moral and tells all about my YOUNITS.

ONKEN
INTERCHANGEABLE WOOD WINDOW FIXTURE
YOUNITS
TRADE MARK

If you will invest $25.00 NOW for a Set of ONKEN Wood Window Fixture YOUNITS

you will receive enough itemized trade into your store to more than pay the cost of the fixtures every month. My set of wood window fixtures, made specially for the retail drug store windows, is without a doubt the best thing that has ever been created.

Trims of it, no matter what item you want to make the set will DO IT—DRUG TRIM, SUNDRY TRIM, BOTTLE TRIM, and every part so complete so thoroughly thought out and all parts provided that any clerk can and will take a delight in keeping your windows attractive.

I make the set with over 125 YOUNITS, in three stock finishes, viz.—WEATHERED OAK, GOLDEN OAK, or ANTIQUE OAK, all in a soft mellow wax finish.

Price for Complete Set, No. 5, $25.00 Net, F. O. B., Cincinnati, Ohio

You will MAKE with a set of my YOUNIT FIXTURES, less cost any way $50.00 worth of METAL or any other WOOD FIXTURES.

You can change your windows every week for the next five years.

You cannot exhaust the possibilities of my YOUNIT Fixtures.

Any clerk can become a good window trimmer with the aid of my fixture system.

You never use all the YOUNITS. A very liberal quantity of all parts.

Strong, Simple, Practical and absolutely rigid when set up. HUNDREDS and HUNDREDS of beautiful Window Trims.

A Beautiful Book of Designs included with each set free, showing 38 trims I have made with the YOUNITS.

Each set put up in a HARDWOOD, HINGED LID, STORAGE BOX, (oiled finish.
Shipping Weight, 110 lbs.

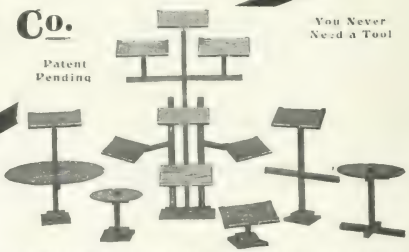
The Oscar Onken Co.

736 Fourth Ave.
Cincinnati, Ohio

Order through your JOBBER OR DIRECT. Shipments made from Cincinnati.

Patent Pending

You Never Need a Tool



One of the Many Hundred Groupings that can be Made

A Set of Fixtures that Will Pay Your Rent Bill

presented by the Canadian Pharmaceutical Association, it might not be space wasted to give a place to those of the latter body once more. The starting point was given the name Petrolinument, which one can see no reason to consider less descriptive, or less practical, or less convenient than Petrox, Petrogen or Vasogen or the other products built up from the same Petroleum base.

Liquid Petrolinument

is made by simple admixture of :

White Liquid Paraffin... ... ... 6 parts.
Oleic acid, purified..... ... ... 3 parts.
Alcoholic Ammonia... .... 1 part.

Alcoholic Ammonia

consists of :

Ammonia solution, 30 per cent. 1 part.
Alcohol, 90 per cent..... ... . 2 parts.

The Iodine combinations are readily prepared by rubbing in a mortar 5, 10 or 20 per cent. of Iodine with the Liquid Petrolinument. The Methyl Salicylate one by simply shaking 20 per cent. Methyl Salicylate with 80 per cent. Liquid Petrolinument. Guaiacol, Menthol and Ichthyol and any other suitable medicament, or any combinations of them could be similarly prepared. These preparations all owe their character of ready absorption, as well as freedom from skin staining properties, to the Ammonia soap formed in the basic preparation. They can all of them be made economically and conveniently by the retail pharmacist.

Will you allow me to pass over to the discussion of another question of not less importance than the one we have been considering, and which the Canadian Pharmaceutical Association has consistently kept in view and given prominent treatment in its deliberations. It is the question of aid to our students during apprenticeship period. It may be assumed that no one questions the lamentable lack of practical training exhibited by the graduates of our colleges. They are undoubtedly well prepared to face examination tests but when it comes to undertaking the practical business duties of their vocation, the want of preparedness for these duties becomes at once apparent. The executive of the C.Ph.A. took the view that the Provincial Colleges of Pharmacy might properly undertake the work of remedying this grave defect in the training of students, and by official act passed over to the colleges the opportunity to expand present course of instruction to embrace entire period of apprenticeship. The Ontario College of Pharmacy, through some of its members, introduced the topic as a logical acceptance of the obligation transferred from the C. Ph. A. It unfortunately, however, did not meet with sufficient support to warrant its promoters to look for its early adoption by the O. C. P. With that aspect of the question I have no concern at the present moment except in so far as it evoked an expression of opinion from you unfavorable to the project fostered by those who advocate doing something to aid the apprentice to acquire the training so seldom within his reach in present conditions. Your attitude to the problem, if your views are correctly revealed by your editorial comment, is that it had better be left alone on account of the staff of the O. C. P. being unable to undertake any more than it is now doing. Now this may be true, but it does not absolve you and me from responsibility for a continuance of the deplorable condition that faces Canadian Pharmacy. Once this condition is properly recognized it becomes the duty of every thoughtful pharmacist to lend his best thought and effort to its amelioration. Correspondence instruction may not be the only available means of relief, and it may not be the best plan possible, but it is a plan that is quite largely and widely followed in every branch of education, and with unqualified success and advantage.

To one who has been watching the evolution of educational methods, it is surprising that argument has to be elaborated with minute elucidation in order to bring the meaning of correspondence instruction within the grasp of the average intelligence. Really it should not be difficult to demonstrate to an unbiassed mind that there is no essential difference in principle between correspondence instruction and instruction imparted by means of books or lectures *viva voce*, or even through the medium of periodic installments, say of the Canadian Druggist, for you must admit that unless your enterprise belies its meaning and intention it is simply a form of correspondence instruction, and could very well be enlarged to meet the requirements of the problem we are considering. This work is going to be taken up by some alert individual or institution, so why not by the institution clearly indicated for this work, The Ontario College of Pharmacy? If the present staff and equipment isn't equal to the increased demands on its effectiveness, then let it be enlarged, or augumented, or totally reconstructed to adapt to its requirements of progressive ideals. It is to be feared that The O. C. P. has allowed its enterprise to be stifled by a policy of saving and investment totally foreign to the spirit of an institution devoted to the training and efficiency of the persons entrusted with the public service of drugs and medicines. If the college has no intention to apply its surplus in the direction of improved teaching facilities in the interests of our apprentices, and to promote a

more efficient, practical type of graduate, there will be good reason to fear that it may meet the fate of all other forms of arrested development and fall into decay. I need not remind you that this is preeminently an age in which efficiency counts in the world's work. Efficiency in our graduates, efficiency in our teaching institutions, efficiency in the published organs ofenlightenment, the trade journals, and this efficiency is measured and estimated by capacity to render accomplished, skilled service. How far our pharmacist proprietors are responsible for lack of efficiency in their apprentices would be a quite pertinent investigation in connection with this problem. That side of the question must, however, wait for separate treatment, and will have it in due course, the present instalment having anyway reached larger proportions than was intended. Trusting it may not be without interest to your readers.

Sincerely yours,
HENRY WATTERS.

THE EVOLUTION OF PHARMACY IN NOVA SCOTIA.*

In Nova Scotia the drug store had its origin in the doctor's shop. The physician dispensed his own prescriptions—obtaining his supplies of drugs and medicines from London or, Glasgow, or perhaps Boston—He would have one or more apprentices to whom according to the indentures subscribed to by himself and them, he was to instruct not only in the science of the physician, the mystery of the surgeon, but also the trade and business of the apothecary and druggist. They would compound his prescriptions, and with the aid of a porter or man of all work, serve the drug store. The handy man sometimes succeeded to the drug business, and the shop of, I think, that of Dr. Almon, the first of that name, situated in Duke St., near Water, was finally occupied by Paddy Magee, a one time factotum.

Naturally the sale of patent medicines was not encouraged, and as in England, so in Halifax, Morison's pills, a great stand-by of our great grandmothers were sold by the booksellers. The great London Patent Medicine House of Newbery's, was originally a stationery and publishing house.

Time had its revenges, for in Halifax, especially during the stirring times of the Crimean War, the sale of English newspapers was in the hands of the druggist. Everybody went to Morton's drug store, situated where the Bank of Commerce now stands, for, the English newspapers, especially the illustrated ones, when the steamer from Liverpool arrived. She brought all the latest [illegible] papers, and Mr. G. E. Morton's clerks worked into the small hours to get them ready for distribution. Mr. Henry Burton, in the early sixties, acquired Mr. Morton's drug business, but he did not continue the paper trade, as the laying of the Atlantic cable and the building of railroads changed conditions, and the English steamer to Halifax was not as important a news bringer as formerly.

One of the earliest drug stores or apothecary shops was owned and operated by Dr. Michael Head, on Granville St. He associated his son with him in the practice of his profession and the drug business was conducted under the name of Michael Head & Son. Michael Head died in 1805, and in 1806, Dr. Samuel Head, his son, advertised in the Royal Gazette, that a large and very general assortment of drugs and medicines, and the most approved and popular genuine patent medicine—surgical instruments, etc., imported on the ship Brixton from London, would be sold at his medical shop in Granville St. for cash or short credit, on the most reasonable terms. In another issue he advertised a large assortment of garden and field seeds. He did not have a monopoly in the seed trade, as Mr. Michael Dalton, late gardener to the Duke of Kent, published a long list of seeds in the weekly Chronicle, and Mr. Isaac Mansfield, near the old market, offered fresh seeds, raised by Mr. Titus Smith at Dutch Village.

Nova Scotia apparently in some ways has gone backward, as besides home grown seeds, Mr. Mansfield offered spirits of turpentine, manufactured in the town. The perfumery trade evidently was exploited by others than doctors, as the proprietors of the British Coffee House, Marchington's Wharf, offered groceries, perfumery, stationery, etc., and Mr. W. Minns—stationery, groceries, books and perfumery. One noteworthy feature in the Halifax newspapers advertising columns of the early days of the past century, was the entire absence of patent or proprietary medicine advertisements.

John Naylor, succeeded to this business, and in 1878 sold to Edward Brown, who established with his brother and Dr. Avery, Brown Bros. & Co., which after Mr. Brown's retirement, was managed successfully by John D. H. Brown, who left the pestle for the pulpit, and is now a successful pastor and venerated Archdeacon in California. W. H. Simson, graduate of the Philadelphia College of Pharmacy, a life long friend of Professor Remington, Wm. Hamilton and the present owner, Thomas H. Woolrich. John Naylor had an interesting personality. He was particular not to divulge the formulae of his preparations, but was unwilling to perform the labor of preparing them himself, and would instruct

Wanted:

Six More Real Men

If your vision does not cloud not your brain betog when a staggering innovation is placed before you—reply.

If you belong to that very rare class of men who see with their brains as well as with their eyes—reply.

If there are any rungs of the ladder to success still untouched by your firm hand and foot—reply.

If you can back a supreme and masterful confidence in yourself with energy and courage—reply.

If you are making a success of your present position in life and are not looking for a "job"—reply.

If you are not a quitter but instead possess staying qualities there is room for you on our staff—reply.

If instead of "education" you have that simple but rare qualification "common horse sense"—reply.

If you are open-minded, big-minded, broad-minded and a strictly up-to-the-minute man of the hour—reply.

If you do your own original reading, studying, investigating, considering, thinking and deciding—reply.

If you long to leave the blind beaten trail of custom and precedent and stand for your own ideas—reply.

If you would like to see and help make a few reforms consistent with twentieth century progress—reply.

If a ripping up and tearing down of old moth eaten traditions would make good music to your ears—reply.

You Are One of the Men We Want

No better business could possibly be conceived than our brand new non competitive fascinating field.

No profession or line of endeavor ever held the reward for whole souled conscientious effort that this does.

No more worthy work ever existed, bringing as it does hope and happiness to thousands of sorrowing homes.

No recent offer has been more abundantly remunerative in the quick gathering of actual dollars and cents.

No grander or more capable men can be found than those free-thinking daring fellows allied to our cause.

No enthusiasm is so unlimited—no opportunity for success so large or promising as that of our managers.

No thrilling oration can arouse the feelings or make the blood tingle as can the simple story of Oxypathy.

No regrets will be more painful than those felt by the men who reply to this ad but cannot qualify.

No better way for you to do than to write or wire for a personal interview—it's up to you.

THE OXYPATHOR COMPANY

General Offices and American Factory:
236 Pearl Street, Buffalo, N.Y., U.S.A.

Branches in the leading cities of the world.

THIS LIGHT SAVES YOUR MONEY

Mr. Druggist

A well lighted store attracts business. You probably realize this but cannot afford expensive electricity or gas to properly light your store.

The R-K LIGHTING SYSTEM will give you 500 candle power of light at an average cost of 1c per hour. It will make your store attractive—bright as day—and will suggest to your clerks to keep it neat and clean. Thousands of systems in daily use throughout Canada, in towns and cities in competition to gas and electricity. Can be installed anywhere—costs little to install—costs less to operate.

Let us show you how to save money on your lighting bill. Write to-day for Booklet E—it's free—a postal brings it.

RICE - KNIGHT, Limited
TORONTO - ONT.

Your Store Should be Attractive

GALT Art Metal Walls and Ceilings

People expect more of their druggist than they do of the ordinary shop keeper. His responsibilities are greater—and people like to have his store reflect the quality of the goods carried.

GALT ART METAL WALLS AND CEILINGS give a dignity and solidity to the interior of a drug store that cannot be obtained with any other building forms.

Galt Art Metal Goods replace both plaster and wall paper. They are absolutely sanitary—are water, fire and rat proof—unaffected by heat, cold and moisture—will not crack—never need repairs and last a lifetime. May be applied over old plaster, without trouble or inconvenience.

THE GALT ART METAL CO., Limited
Galt - Ontario

BENGER'S

Food

The food that "Assists Nature."

Benger's Food can be prepared to suit any degree of digestion. Old and young, weak and strong, enjoy and benefit by it, and leading physicians prescribe it :—

A Doctor's Testimony.

"I am a thorough believer in the food, and have had many years' experience of its excellence."

Brought up on Benger's.

"I am sending you a photo of my three children brought up on your food, and I am greatly thankful for the benefit I have received from it."

Benger's Food prepared with milk is a complete food.

MANUFACTURERS: BENGER'S FOOD, LTD., MANCHESTER, ENG.

Benger's Food is not fed to but can be obtained through most Wholesale Druggists and Leading Drug Stores.

Stationery Assortments

FOR DRUGGIGTS

Are Our Specialty.

McFARLANE, SON & HODGSON, Limited

Wholesale Stationers

14 St. Alexander St. MONTREAL.

"RUEFF"

MUSTARD PLASTERS in any packing and of any grain.

INHALERS to carry in the pocket.

LAXOIDS, excellent laxative containing phenolphtalein.

LECITHIBROMINE LOZENGES, containing Lecitine, Bromides of Natrium, and Ammonia.

FABRICK PHARMAC. & CHEM. PRAEPARETE

JULIUS RUEFF

PFUNGSTADT (Hessen) GERMANY

ESTABLISHED 1867

Rheumatism, Stiff Joints, Cramps, Neuralgia, Sprains, Headache, Toothache, Backache, Pains in the Side, Scratches, Burns, Cuts, Erysipelas, Swellings, Frostbites, Old Sores, Sore Throat &c.

"SUCCESS" LINIMENT

Gives Prompt Relief.

Well Advertised - - - Liberal Trade Discount

MANUFACTURED ONLY BY

The Success Liniment & Medicine Co.

1283 St. Denis St., Montreal

Maple Buds

Cream Bars

Nut Milk Chocolate

Milk Chocolate Sticks

Chocolate Coffee Drops

Milk Chocolate Medallions

These are some of the lines that have made

Cowan's

Chocolate Confections so popular both with the public and with dealers.

If you are not selling them try a sample order.

The Cowan Co., Limited

TORONTO, CANADA

THE GREAT ENGLISH REMEDY

ALWAYS CURE BLAIR'S GOUT PILLS NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pains quickly relieved and cured in a few days by these celebrated Pills. Sold by all Chemists and Storekeepers, or sent post free, 2s. 9d. by

Canadian Agents: LYMANS Limited, Montreal

one clerk to put something into a jar, and three or four days after, another to add something else, and later, a third to add something, often keeping several different preparations going at the same time. He carried in his memory the formulas of the various preparations. After his retirement from the drug business he was County Treasurer and Commissioner for signing provincial notes. Our older men will no doubt remember his neat and well written signature, John Naylor, on the old notes of the Province of Nova Scotia.

In the early days counter prescribing was much practiced. In fact it was a natural bequest of the doctor's shop, and Mr. Naylor had a reputation as an expert (he would be called a specialist now) in children's diseases, and after his retirement, on certain mornings in the week, before going to his office, and then no government official thought it decorous to go to his office before 10 o'clock, he would call at Brown Bros., and there would await him often half a dozen mothers and grandmothers with the babies. Give Mrs. Maccan 3 x 5 gr. Gregory Powders, Mrs. Smith some Naylor's Pectoral Drops, and Mrs. Jones Gouldard's Wash. This was before the Halifax Dispensary was established, and his free medical advice was a boon to the poor people.

In the course of time the sphere of the physician, the surgeon and the pharmacist became more distinct. The necessity of specializing was more insistent. The doctor sent his prescriptions to the druggist and the druggist ceased to be a doctor except as a Doctor in Pharmacy. The need of total separation in England was voiced only last month by the Chancellor of the Exchequer, who, referring to some provisions to procure medicines and medical attendance for the beneficiaries under the National Insurance Bill, is reported to have said in Birmingham, "As they knew perfectly well he had provided in future that all the drugs should be dispensed by somebody else, rather than the doctor, and he had special reasons for that, and that, although the vast majority, he had not the faintest doubt, provided very good drugs, and did it quite honestly, there were cases which had come to their knowledge when it was frankly admitted that drugs were not as they should be, so they were going to separate the doctors and the drugs."

Dr. James F. Avery opened shop in 1824. He enjoyed a large and lucrative practice as a physician, and associated with him in the drug business his nephews, Thomas Avery Brown and Charles Edward Brown, forming the firm of Avery, Brown & Co. Dr. Avery was pre-eminently a man of affairs and deeply interested in developing the country. He was one of the promoters of the Shubenacadie Canal, which but for the intervention of the railway would have been of infinite benefit. He spent much money in developing the early gold mining. He was interested in general merchandise, as well as drugs, and all this in addition to a large medical practice.

In the early times every druggist and most doctors secured their supplies from the Old Country confederation of the British North American try—usually from London or Glasgow, but in process of time and changing conditions follow-Provinces—the jobbing and wholesale houses were developed the Browns, in conjunction with W. H. Webb and the writer, who were brought up under Dr. Avery and the Browns, established the wholesale business of Brown & Webb. Frank Simson, a nephew of the Browns, and the first regular travelling salesman sent out by Brown & Webb, in conjunction with his brother William, in 1888 founded Simson Bros. & Co. J. B. Hattie and L. J. Mylius, who had acquired the retail business of M. F. Eagar, (Mr. Eagar had the largest retail business in Halifax in the 80's), formed a joint stock company to prosecute a wholesale business. These three firms in 1906 joined in forming the Halifax branch of the National Drug & Chemical Co., so that this company is the lineal descendant of one of the earliest established doctor's shops in Nova Scotia. The Acadia Drug Store, corner Sackville and Hollis streets, is an old drug stand. Dr. DeWolfe had it for an office and drug store before he assumed the superintendency of Mount Hope Asylum, and sold to Woodill Bros. When the Woodills went out of business J. Godfrey Smith commenced in a stand a few doors north. Smith was a popular entertainer and singer, and the best salesman in the drug business. He was particularly strong in disposing of hair preparations, and as his head was as devoid of hair as a billiard ball, he was an outstanding illustration of the fact that advantageous circumstances are not necessary for success. Mr. Burbidge succeeded Mr. Smith and now occupies the old corner.

Three talented brothers were connected with the drug trade in Pictou and vicinity. The elder (J. D. B. Fraser) was a chemist of no mean ability. He manufactured chloroform in Pictou, soon after it was introduced. It is stated that he early advocated its use by the medical profession in midwifery, and that his advocacy brought him under the censure of the presbytery, because such was counter to the primal declaration to woman, "In sorrow shalt thou bring forth children." The new learning seems often to get under the ban ecclesiastic. His brother, "Tom the druggist," afterwards Dr. Thos. Fraser, of Halifax, and an author of a scientific

work, which sets out to prove that matter consists of only two elements, early departed from the drug business in search of more scientific fields of endeavor. He was engaged in electric research and assisted in establishing the first telegraphic lines through Eastern Nova Scotia. The third brother, Robert G., was for years a druggist in Halifax with a shop on the upper side of Granville street, opposite the Province Building Square. He was more of a scientist than a trader. His specialty was oils, and he was particularly interested in the oils made from Albertite, a bituminous coal mined in Albert County, New Brunswick. But these oils were superseded by the product of petroleum. Kerosene was introduced to the trade in Halifax, at least, by the efforts of Dr. Avery, another of the drug trade referred to before.

Another Pictou County old time druggist was Basil Bell. Pharmacy is practiced now by the third generation of the Bell's. Another family that for three generations have honored the drug business are the Walsh's, and perhaps a comparison between Walsh's on Water street and Walsh's on Spring Garden Road might show the changed conditions. The Water street shop was one of the most showy on the street, and there were then four on that street between the Ordinance and the Dockyard Slip. It had one very large window on the front on Water street, composed of panes of 12x14 glass. Behind the glass, numerous show bottles, trusses, patent medicine cards, completely filling the window; inside, wooden counters with show cases with heavy frames and small glasses (there was this compensation, that if a pane of glass was broken by a careless clerk or a clumsy customer it would not cost as much to renew it as in the modern bent glass cases.) The patent medicine came in evidence, but the array of shelf bottles with paper gilt labels and the jars and small carboys made a goodly show.

The stock no carbolic acid, no formaldehyde, no chloral, no caffein, no cocain, none of the myriad derivatives of coal tar. No serum, no bacteriological products of any kind. No soda fountain, no cigar stand, no cash register. Contrast this with the modern shop, with soda fountain, cash register, dispensing counter. It would require the eloquence of an auctioneer and the imagination of a house agent to worthily draw the comparison between the old and the new, and as I am not gifted, will leave it to you. T. M. Power, who now, with the assistance of his son, the genial "Eddie," conducts the Railway Drug Store, was a nephew and clerk of the first Druggist Walsh, and although only about seventeen years old conducted the drug store while Mr. Walsh was in New York obtaining his diploma at Bellevue.

The earliest drug store in Windsor was operated by Francis Parker, M.D., who was succeeded by Jedediah Shaw. To the westward, the only drug store was situated in Wolfville, and I think was established before Dr. Parker's in Windsor. George V. Rand was the proprietor, and to make ends meet added as side lines stationery and jewellery, besides acting as postmaster. He was a musician of much talent and an ardent advocate of total abstinence, but his outstanding characteristic was his unbounded faith in the growth of Wolfville, and for years struggled and succeeded in retaining possession of a large block of property in the centre of that now thriving town. Fifty years ago the only drug store on the Eastern shore was Liverpool. It was not particularly lucrative, and the proprietor, unable to pay his bills and unable to get relief in assignment, was, as the phrase goes, "put on the town limits," that is, he was not permitted to leave the township. This was a modification of imprisonment for debt that was, with the inhuman provisions of imprisonment for debt, swept from the Statute Book.

In the early sixties Stuart Burns had the only regular drug store in the island of Cape Breton. Now twenty, with more to follow, cater to this thriving section of the Province. J. D. Copeland was the pioneer in Antigonish. His son is now with him in the business. Two other drug stores now share the trade, conducted by C. M. Henry and Foster Bros.

I am indebted to our esteemed President for the following: "The first drug store or dispensary in Cumberland County was started by Dr. Chas. Tupper (now Sir Chas. Tupper, Bart.) in 1843, when he graduated in medicine in Edinburgh University. It was formally opened up as a drug store on the site now occupied by R. C. Fuller & Co. in 1851 under the name of Nathan Tupper & Co. Tupper not only did all the drug business but also supplied all the paints and oils, toys, musical instruments and chinaware, required by the community. A few years later the name was changed to Amherst Drug Store, and many of the side lines were cut out. In 1871 R. C. Fuller took an interest in the business and became the manager until 1881, when he bought it out, and in 1892 took in Mr. John W. Morrison as partner, since which time it has been carried on under the name of R. C. Fuller & Co. In the sixties, Mr. Joseph Moore founded the second drug store, which at his death was sold to Dr. C. A. Black, and at his death to F. M. Lockwood, who sold to Dr. J. W. Cove, from whom Mr. A. J. Crease, the present owner, bought on January 1st, 1901. The third to open up was

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that of Mr. W. L. Ormond. It was started in 1888 by Mr. R. H. Tremaine, and sold to Mr. Ormond in 1899, who is still doing business at the same stand. The fourth was opened by Mr. C. H. Cochran in 1903, and sold out about four years later to the Cumberland Drug Co., under which name it still exists, with Mr. J. W. Grant as manager. A fifth one was started on the Highlands, a branch of the Cumberland Drug Co., but apparently was not a financial success, and after a very short existence was closed."

In the west of the county Parrsboro was next. Dr. A. S. Townshend opened up in the late sixties. (Dr. Townshend was a brother of Sir Chas. Townshend, Chief Justice of Nova Scotia.) At the present time there are two, one owned by Dr. W. D. McKenzie and the other by Mr. Gillespie, with Mr. Hirst as registered clerk in charge.

J. B. F. MacKenzie was the pioneer in Oxford, and he was succeeded by A. S. Mackintosh, who is still doing business there. Some few years ago Dr. Gilroy opened up the second drug store there. In Pugwash Dr. Dakin started the business that is now conducted by Mr. Fred Dakin. Wallace has one drug store, owned at one time by Mr. T. H. Cochran but now by Dr. Charman. Springhill has three, owned by Dr. R. H. Sutherland, Dr. R. L. Murray and Mr. J. W. Hoben.

The time at my disposal precludes the mention of many names prominent in the past and present of our business, and please also remember this is a sketch, not a detailed account.

The Pharmacy Act, passed in 1876, marked an era of advancement. It had long been felt that the sale of drugs and medicines should be regulated to safeguard the public, and incidentally to benefit the druggist, but nothing was attempted in legislation until 1875, when an Act was introduced by the Medical Society, or a faction of them, which was so manifestly unfair that the drug trade unanimously opposed and defeated it, but a promise was made that an Act would be submitted which would regulate the sale of dangerous drugs and be satisfactory to those engaged in the trade. This Act with a few changes is the provincial law now in force. Mr. W. H. Webb was the moving spirit, and to his clear and logical mind the many excellencies of this legislation are due. True, it was copied in part from the English and Canadian Acts, but it was well adapted to the state of Pharmacy as then existed.

Many of those who shaped the early course of the Society have passed away. The first President was Henry A. Taylor. Mr. Taylor commenced business in Sackville street, and moved to Barrington street about 1870. He was a keen wit, and his speeches in Divisions and lodges were always enjoyed, for he was an ardent temperance worker. Coroner Dr. Jennings once animadverted on the action of a Barrington street druggist for not loaning a galvanic battery. Mr. H. A. Taylor published an account of the matter, and styled himself "the Barrington Druggist," and his advertisements for long years read "The Barrington Druggist." Mr. John W. Webb, who had a long experience in business in Halifax and Windsor, and who was an educated chemist and a splendid pharmacist, was an examiner for many years. Wm. H. Simson, Ph.G., was also prominent on the early boards. John McD. Taylor was treasurer for eleven years, the longest consecutive official in office. Mr. Buckley, now Dr. A. F. Buckley, was as many years Secretary, but not consecutive years. Our present Secretary has been fourteen years an official, enjoying at some time every office in the Society.

Of the 42 members who were on the first roll of the Society ten are in active business now, and if Dr. C. E. Puttner, of the Provincial Hospital, and Mr. Edward F. Lugrin, of the Dispensary, were included, it would bring the number of men now actively engaged up to twelve. The advances in science and the necessity of scientific training of pharmacists necessitates some radical changes in the mode of admission to the practice of pharmacy. It has long been felt by those in intimate touch with the examinations that special provision should be made for the establishment of a teaching institution, where those intending to make a life work or a livelihood by pharmacy would be able to obtain a systematic training that would make them as proficient as modern requirements demand. It is to be hoped that satisfactory arrangements for the founding of such a school will be carried out in the near future.

ACQUIRED MYOPIA.

Almost all cases of myopia are acquired. With very rare exceptions, children, when born, have hyperopic eyes, which tend normally to change to emmetropia in a few years, this due to the growth of the eyeball. But this growth may be made excessive as the result of the use of the eyes for looking at near objects. The convergences of the eyes, the need of exerting the ciliary muscle, brings a blood supply to the eyeball, which increases the tension, with the result that the eye as a whole, or else the front or rear portion of it, stretches, thus making the distance from front to rear greater, which means, of course, myopia. Where this action is excessive the resultant myopia is looked upon as malignant, and is believed by some specialists to be a sign of general disease, rather than a disease in itself.

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FOURTH ANNUAL MEETING



MR R. MARTIN, REGINA, PAST PRESIDENT.

The fourth annual convention of the Canadian Pharmaceutical Association assembled on August 28th, at the College of Pharmacy in Montreal with a goodly number of delegates and members present.

In the absence of President Martin, Vice President Tremble called the meeting to order and then introduced acting Mayor Leslie H. Boyd, K. C., who heartily welcomed the members and delegates to Montreal.

Mr. Tremble :

"I feel ill at ease over the position I have had to assume. It was an extreme surprise when I received the communication that President Martin would not be here, as I have been looking forward to a sort of an easy week. Since I have been attending the meetings of this Association, I have not been able to take much part in the discussions, and to be wakened up from a dream of ease to realize that I have to take charge of the meeting, is a rude shock. I will do my best, however, and depend on the good nature of the members to correct me if I fail. I will now ask the Vice-President of the Pharmaceutical Association of Quebec to address you a few words of welcome, in both English and French."

Mr. Vadeboncoeur :

"Mr. Tremble has stated that I should speak to you in both English and French, but I know you are more familiar with English than French, I feel it my duty as Vice-President of the Pharmaceutical Association of Quebec, to welcome the fourth annual convention of the C. Ph. A. I thank you very much for having come so far to attend a meeting of this kind, and I firmly believe that while the attendance of the members of this province is not large this afternoon, I feel that to-morrow morning and afternoon, while we are holding meetings, that they will come in greater numbers, and they shall take part in the discussions which shall come up. I may say also that I wish this convention to be a real good one, and that when you leave this city you will have in your mind a good opinion of the druggists of this province. I hope you will enjoy the meetings as fully as expected."

Mr. Tremble, the chairman, then called upon Mr. David Watson to address the convention a few words of welcome.

Mr. Watson :

"I received an invitation from the Vice President this morning to be present to welcome the delegates and members to the city and to the College building. I may just say that the moment it was hinted that you were to come to our city that the Board immediately stated without a dissenting voice, that the convention could have this building from the top to the bottom to do with it as you pleased while here. I am very pleased to be with you, as I always feel at home among the druggists. While sitting in the chair there I was carrying myself away back to the time when there were about twenty-five druggists in Montreal. We have now about 200, and although not connected with the drug business purely and simply as I used to be, I still feel interested in the convention of retail druggists and know what it means to you. I trust that your meeting will be very profitable and beneficial, but I want to tell you gentlemen that it will take the combined wisdom of your convention to devise ways and means whereby the profession of pharmacy may be made more profitable, more beneficial to you in every way. It is useless for me to suggest anything. I do not know how you can do it, but I do know one thing, and I know whereof I speak, when I say that the profession of pharmacy today is not offering inducements to bring forth the best students of pharmacy in this Dominion. Now, it is not far to seek the cause. When you ask a man to work from 7 until 11 it is a pretty tough proposition. It is a system of white slavery, if you like. I do not care whether you go out and leave your employee or if you

stay in your place. It is a hardship to you and to your employees, and the question is, is it necessary? There will be a large difference of opinion on that point. I trust your convention will be conducted in such a manner that it will be a pleasure for you to meet together. There are some of your members, Gibbard, for instance, who has a good voice and who talks a lot. I hope that the discussions will not be too long. I hope they will be profitable, and that means will be suggested by which conditions which exist will be remedied. The profession of pharmacy is getting down to a matter of pure business, dollars and cents. The question is how to elevate it and keep it up to the standard it had some years ago. I trust that your combined wisdom will so arrange matters that you will go away feeling that the convention accomplished much. I want to thank your Vice-President for the opportunity of saying a word, and I do most sincerely from the bottom of my heart welcome you to this city, and trust that your stay will be very pleasant and enjoyable, and that you will go away happier and merry with you a pleasant recollection of what I consider to be one of the finest cities on the continent of America."

Mr. Tremble, the chairman, then called on Mr. G. A. Burbidge, of Halifax, to respond to Mr. Vadeboncoeur and Mr. Watson.

Mr. Burbidge:

"I am sure that those of us who have come to Montreal are very much pleased with all we have seen except the rain. The welcome you have given us by the acting Mayor and the Vice-President of the Pharmaceutical Association of Quebec and Mr. Watson was very much appreciated. I felt sure in coming here that we would receive a hearty welcome, and that our stay would be pleasant. I feel sure we will not be disappointed. Some of us were taken a little by surprise at the early hour of this meeting. I feel sure that the number of delegates will be increased as the meetings proceed. I express hearty appreciation for the cordial and hearty welcome given to us on behalf of the delegates."

In the order of business, Mr. Tremble called for presentation of Credentials. Mr. Watters, speaking for Ontario, stated that the delegates had not reached the city as yet but expected them in the evening when they no doubt would bear the documents. It was moved by Mr. Gibbard and seconded by Mr. Watters, that this be left over until the next session.

Mr. Tremble then, in the absence of the President, presented the President's annual address, which, on motion of Mr. Gibbard and seconded by Mr. Albert, was referred to a committee consisting of Messrs. McKenzie, Watters, Reicker, Fuller, Burbidge, Reddin and Westaway, to report at this convention.

It was then moved by Mr. Willis and seconded by Mr. Burbidge, that the minutes be taken as read.

The chairman then called for the Secretary's report.

The Secretary, Mr. Gibbard, stated that it was impossible for him to get his report in shape for the first meeting, but promised that it would be ready for the first meeting on Tuesday morning.

The chairman then called for "Notices of Motion."

Mr. Watters:

"I have been thinking that possibly the majority of the delegates would consider the opening meeting would be informal, and that they might very well absent themselves from attending it. Should there be a large number who thought so, it seems to me it would be better to defer any formal business of the Association until a later meeting."

It was then moved by Mr. Watters and seconded by Mr. Gibbard, that the meeting adjourn to meet at 9.30 sharp on Tuesday morning.

The annual address of the President, which was read by Mr. J. E. Tremble, Vice-President, spoke of the general prosperity of the drug trade in common with all other classes of the community.

The address stated that a proposition would be placed before the meeting, looking to an interchange of provincial degrees in pharmacy, also as to a uniform closing hour for druggists.

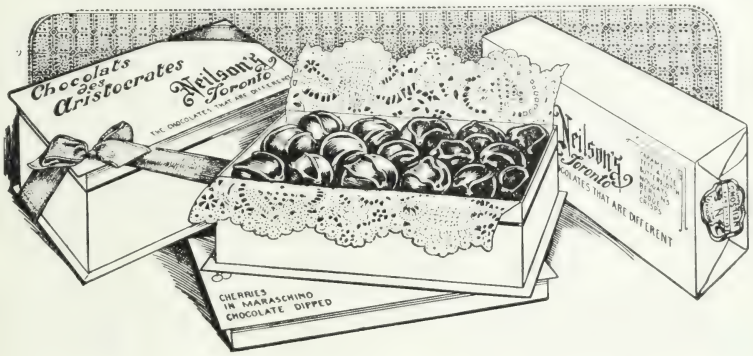
The adoption of a Canadian Formulary would also receive the attention of the meeting, as well as the defective working of the Patent Medicine Act.

The Secretary's report dealt with the status of Pharmacists in the Army and Navy, claiming that under present conditions the status of pharmacists was altogether too low, and that a further recognition should be obtained from the authority.

Another matter dealt with in the report was the Pure Food and Drug Act of the Dominion Parliament, in which it was claimed that the pharmacists should have a voice as to the proper framing of the Act. A paper was read by Mr. Burbidge, Halifax, on the desirability of securing uniform education for Pharmacy students in each province, and that an interchange of diplomas would thus be practicable instead of the past chaotic system.

The writer held that legislation in each province would be necessary, but that it was useless to expect any such legislation until the Pro-

(Continued on Page 597.)



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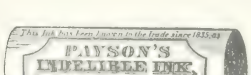
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MAKING TABLET TRITURATES.

By Joseph Lambart

Many pharmacists do not know how to make tablet triturates. In fact during the sixteen years of my connection with the drug trade I have found very few who could make perfect tablets either triturate or compressed. Even tablets purchased from pharmaceutical houses of good reputation I have found very defective in composition, solubility, stability, uniformity, or from variation in strength. I have seen tablets made by supposedly reliable manufacturers which were so hard or so coated with insoluble material as to make them therapeutically worthless if not dangerous.

To be able to manufacture perfect tablets, triturate or compressed, is not only an art, but requires a knowledge of the physical and chemical action of the drugs used.

I shall not delve into the various processes necessary to prepare the many combinations now on the market, but still try to outline a short and accurate method for making the tablets most frequently dispensed at the average pharmacy, and will endeavor to point out mistakes which I have seen pharmacists commit.

Sugar of milk is the most generally used vehicle, although other vehicles, such as sugar, starch, extract of licorice, and sodium chloride are used when necessary, the latter mostly in the preparation of tablets of corrosive mercuric chloride. Although diluted alcohol will answer in most cases, different medicaments require different moistening agents. Care should be taken to choose a moistening agent in which one or more of the tablet ingredients are soluble, so as to promote adhesion. Water, alcohol, ether and chloroform are used at times, alone or mixed, the latter two requiring rapid manipulation. To make a perfect tablet triturate it is essential that only finely powdered drugs be used, so as to insure a smooth surface.

Many pharmacists use talc over the tablets, while still in the mould, to obtain a smooth surface, but this practice is to be condemned.

The ordinary sugar of milk is not powdered finely enough for the preparation of triturate tablets, and should be bolted through a very fine sieve to remove the coarser particles.

The amount of moistening agent used plays an important part in tablet manufacture, and varies greatly according to the ingredients. The more menstruum used the harder, denser, and heavier the tablet becomes, and vice versa. The proper amount can be gauged only by experience, but enough should be added to make the mass sufficiently cohesive, but not too plastic. I would advise experimenting with sugar of milk until the operator turns out a good appearing tablet, soluble when dry. The hardness can be judged by crushing the tablet under the thumb sideways on the tile. A tablet should crumble without much exertion, but should be sufficiently hard not to break or chip when dropped to the floor. When the operator can make good sugar of milk tablets he can then make many tablets of which sugar of milk is the main component. After the first step is learned the operator should ascertain accurately the weight of one moldful of dry tablets. This should be noted and preserved for future reference. This, of course, varies with the amount of menstruum used, which should also be ascertained and noted.

With this data and training at hand, the operator is now ready to make tablets in which sugar of milk is the main constituent, the weight and bulk of which is not materially affected by the added medicament. By just weighing out the necessary amount of medicament and adding sugar of milk to the required weight, and proper trituration and addition of menstruum, the mold can be filled and then the tablets may be expelled and allowed to dry. Care should always be exercised not to use a filling tool that will have a chemical effect upon the drugs.

A common mistake is making tablets too wet. This causes shrinkage and results in tablets which are not uniform. Therein also lies a serious danger when the active ingredient is soluble in the menstruum, which oozes out on the under side, and, containing most of the active principle, is left behind on the tile, with the result that the tablet is deficient in strength.

Here is another important factor which must be taken into consideration: when the active constituent is of a higher gravity than mulk sugar, as is the case with calomel and other mercurials, lead and bismuth compounds, etc., the loss in bulk must be made up by the addition of sugar of milk; and the quantity of sugar of milk must be lessened when the active ingredient is lighter. Failure to observe these points accounts for the shortage or left over mass which pharmacists who have made tablets surely must have noticed.

Certain combinations can be made into tablets only by compression, and separate granulation and subsequent mixing, for if mixed all together and moistened, chemical reaction occurs, and a tablet results different from the one intended. A good example of this class of combination is calomel and sodium bicarbonate.

Tablets should never be subjected to high temperature in drying, especially when the medicament is of a volatile nature, or soluble in the menstruum used. This is particularly true of tablets which are other than white, for the evaporation quickly taking place from the exposed side, the menstruum draws the color to that side,

which, therefore, when dry, will be darker than the under side.

A good drying cabinet can be made with little expense out of an ordinary box without bottom, one side of which should be hinged to serve as a door. Cleats are nailed to the sides to serve as rests for frames. The frames are made from narrow strips to slide easily into the box and rest on the cleats. These are covered with ordinary cheese cloth so as to form a seive. The box should have an air vent to allow escape of moisture at the top. Such a drying cabinet, used over a register or steam radiator, is most serviceable, and permits an even drying of the tablets. The tablets are distributed over the cheese cloth and so inserted into the cabinet. Wire sieves are not so good, as they are apt to rust and affect the tablets.—(Druggists' Circular.)

HYDROGEN DIOXIDE IN ETHER.*

By L. L. Walton, Williamsport, Pa.

A demand for considerable quantities of ether at frequent intervals for use by photographers in making collodion led to the purchase of this article in drums holding 25 pounds. The ether was bought direct from the manufacturer and labelled:

Ether, U. S. P., Concentrated.

Contains 94 per cent. of ethyl oxide and 3 per cent. alcohol.

Several pounds of this ether, the same being the last remaining in an original drum that had been in stock for several months, was sold and subsequently complained of as unsatisfactory for use in making photocollodion containing small amounts of ammonium iodide and cadmium iodide. Upon investigation it appeared that the ether was unsuitable for this purpose, because it caused the liberation of iodine from the iodides used.

The difficulty was made known to the manufacturer, with a request for an explanation, and a sample of the ether submitted for testing. The maker reported that his tests showed it had lost a little in its content of ethyl oxide, but this would not explain the trouble; that no doubt it would be found upon further investigation to be due to some fault in the other chemicals used. He had been furnished also with a sample of the collodion made with his ether, showing the liberation of iodine, and one made with precisely the same materials, excepting the ether, which was perfect in every respect. In view of this, the source of the trouble was undoubtedly in the ether.

The photographer had rendered a bill for materials spoiled and other losses, so it became important as well as interesting to determine the real cause and thereby fix the responsibility. Accordingly a chemist, Charles H. LaWall, was informed of this difficulty and given a sample of the ether for investigation. After making a careful examination of it, he ascertained that the liberation of iodine from the iodides was due to the presence of hydrogen dioxide in the ether, and that its presence was probably owing to some fault in its manufacture or storage. As other lots of this ether had been sold for the same use, without complaint, in this case its presence was most likely due to faulty storage.

Further investigations brought out the fact, which does not seem so very well known, that ether remaining in drums which have been opened occasionally and left standing for some time is apt to undergo decomposition, becoming acid with the formation of hydrogen dioxide.

It may be said that pending these investigations, the manufacturer, unable to explain the difficulty when asked to do so, offered to share the loss. The offer was refused when it was learned that the cause of the trouble would not permit of him being regarded as responsible.

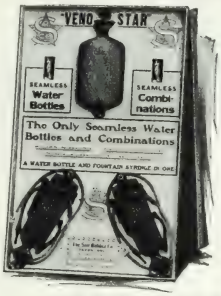
This experience caused the writer to purchase a few samples of ether from the stocks of different retail druggists, and examine them for the presence of hydrogen dioxide. Seven samples were examined, one only being from a lot stored in a drum and standing for some time, and this was not official ether. None of these samples contained hydrogen dioxide. One of them caused a yellow coloration when added to an alchholic solution of ammonium iodide, and gave a slightly bluish cast to the supernatant liquid when shaken with a weak solution of potassium bichromate, acidulated with sulphuric acid, but it did not respond to the U.S.P. test for acidity. This sample was probably just beginning to change.

The sale of considerable quantities of ether during the past ten years, known as "1880 Ether," containing 74 per cent. of ethyl oxide and 36 per cent. of alcohol, and left standing in drums for weeks and months, as in the case in which this trouble occurred, and for the same purpose, without complaint, leads to the conclusion that hydrogen dioxide does not form in weaker ethers or those containing a large percentage of alcohol.

In the absence of any test in the eighth revision of the United States Pharmacopoeia for the presence of hydrogen dioxide in ether, it would hardly be suspected. In view of this experience and the fact that it does sometimes form in ether of official strength it would appear that a test for its presence should be included under ether in the forthcoming revision.

*Read at the Meeting of the Pennsylvania Pharmaceutical Association.

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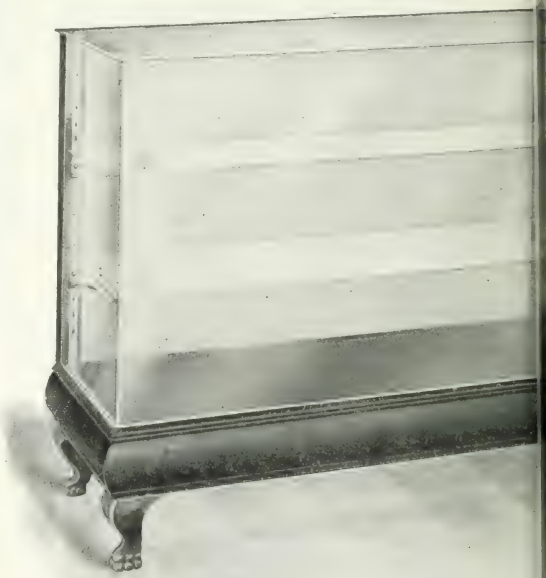
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If your store seems crowded you can make room by putting in more cases.

Stock that is lying around everywhere seems to be nowhere when you want it.



Kent-McClain Limited

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SHOP FITTINGS



If you are tired of cleaning and dusting your goods you should get more cases and dust them.

You are likely to keep a stock that is not well kept.

Toronto Show Case Co.)

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Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

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Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
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Genuine CASTORIA Always

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Cream Toffee

The most exquisite sweetmeat and popular Candy ever introduced. The sale of this candy is going up by leaps and bounds wherever it has been introduced, and is undoubtedly one of the most successful selling lines in the Trade.



GIBSON'S

Cream Toffee

This popular Candy is put up in 5 lb. capsuled bottles, making an attractive show on the counter or shelves. Those chemists who have not tried them will do well to purchase from their wholesale dealers. Every wholesale Drug House keeps them in stock.

Gibson's whole line of Fruit Tablets and Medicated Lozenges are so well known and have gained so high a reputation in every English speaking country of the world, that little more can be said on them than is already known, but the cry must be, still they come.

AVOIDING WINDOW REFLECTIONS.

Some retailers are forever having trouble with reflections in their show windows, and in some instances they find that no end of different plans for eliminating the fault prove failures. Another retailer, who has never had trouble with reflections, cannot understand why his neighbor has the trouble that he has not. Frequently two dealers, with stores directly opposite each other, or with stores side by side, with windows of the same type and with backgrounds of the same material will find that one has reflection trouble and the other has not. Two men with stores on opposite corners became entangled in a heated argument as to why the value of the windows of the one was so compromised by the reflections while the windows of the other were free from the disadvantage. They decided to call in a well-known photographer, thinking that his knowledge of the value and source of shadows might enable him to solve the enigma. The problem was easy for the picture man.

One store was on the north side of the street and the other was on the south. The sun seemed to beat down on the white pavement so close to the windows of the dealer on the north side that it flared up on to the plate glass. Then the flare was caught and reflected back, apparently, by a mirror background. The sun never bothered the dealer whose store was on the south side of the street. The photographer advised a fairly low awning for use at midday and a substitution of a dark, dull background for the mirror back. The change was made and it was found to entirely remove the objectionable reflections.

Sometimes, however, the cause of the reflections is so elusive that any amount of figuring fails to find out exactly what will be necessary to remove the fault, and in such cases only repeated trial of various arrangements of awnings, backgrounds and floor covering can result in the elimination of the reflections. The plate glass or the mirror back, or possibly the dark, or the hardwood, or possibly the white back is the essential thing that is lacking. Sometimes a low window will catch the glare from the pavement, and yet sometimes it is the high window that catches it from no one knows where. Sometimes the direction of the sun's rays itself is the cause, and yet again it is found that the reflections of the light by a building across the street is the cause of trouble. As a rule, the placing of a dark background, or of the reverse, a white, dull background has been found a successful solution of the problem. Again an awning may be necessary, sometimes a wide one and sometimes a narrow one. Sometimes, where it is essential that some light be admitted to the store through the window, so that a solid background to the window trim cannot be installed, it has been found that a ground or frosted glass back can be utilized in panels, with a tendency to eliminate reflections.

This problem is elastic, and it is probably as intangible as any of the store detail problems that confronts the retailer, and yet it is one that should be met squarely and solved. The reflecting show window offers a good opportunity for a possible customer to see himself, but with his reflection in full view the chances are good that the goods get little attention. And if the looker be not vain in the least, but really seeks to see the goods displayed, he can see them only imperfectly. Every dealer should see his show windows as others see them. If there are reflections in them that mar their value he should try plan after plan until he removes them. Otherwise the greater part of the value of the window is lost.—Sporting Goods Retailer.

GET RID OF "STICKERS."

There is one sure, quick easy road to commercial ruin, and every year sees thousands of retailers travelling that road.

That is to let the "stickers stick."

No buyer is so shrewd that his stock will gather no slow-selling goods, but it is his own fault if they stay there.

Everyone of the much-talked-of big city stores has an iron clad rule which no buyer dares to ignore; unseasonable goods must not be carried over, and no stuff must be kept on hand beyond a certain time.

Watch the advertising of these houses. See them knife the slow sellers. They don't call them stickers, of course, but you, who have been there yourself, can read between the lines.

If laggard goods will not sell at one price, the knife goes in again, and if need be, yet again, until the desired result is secured.

The first loss is the smallest loss; the longer you wait the less the goods are worth.

In "stickers" that linger on the shelf, a dollar quickly shrinks to 50 cents, and by and by, to nothing. An article is worth, not what it cost, but what it will bring. Goods that have outstayed their welcome never improve in value. Tied-up money earns you nothing. Better have $1 in merchandise that turns over and over and earns you a profit at every turn, than $3 in shelf warmers.—American Stationer.

Some people grumble about everything, be it right or wrong.

DETERMINATION OF FORMALDEHYDE.

The very numerous processes for the estimation of formaldehyde which have been proposed were critically examined by Eresenius and Grunhut, who came to the conclusion, says Herrmann in the Chem. Zeit, that only two were of real practical value; these were the methods of Blank and Finke-beiner, in which the aldehyde is oxidized to formic acid by hydrogen peroxide, and that of Romijn, in which the same oxidation is effected by iodide in alkaline solution. One of the earliest methods, proposed by Legler in 1883, is the quantitative conversion of formaldehyde into hexamethylenetetramine by the action of ammonia. This was rejected by Fresenius and Grunhut, principally on account of the disadvantages of working with a standard ammonia solution. Experiments have now been made for utilizing this reaction for the determination of formaldehyde, using ammonium chloride and standard soda solution instead of a solution of ammonia. It is found that if ammonium chloride is added to a solution of formaldehyde, and a sufficiency of caustic soda then dropped in, the liberated ammonia combines at once with the formaldehyde, and sufficient heat is developed to make the reaction complete in a very short time, and allow of quite accurate results being obtained in this way. The change is represented by the equation $6CH_2O + 4NH_4Cl + 4NaOH = (CH_2)_6N_4 + 4NaCl + 10H_2O$. The hexamethylene-tetramine which is formed is a weak monacid base, which behaves differently to different indicators; it is indifferent to phenolphthalein, causes a very ill-defined change to red-violet in litmus, but gives a fairly sharp-end point with methyl orange, and the last named indicator proved satisfactory for the purpose. Since four equivalents of soda produce one equivalent of hexamethylene-tetramine, three equivalents of alkali are used up by six molecules of formaldehyde, and therefore 3,000 Cc. of normal alkali used up represents 180 Gms. of formaldehyde. The test is carried out as follows: 4 to 4½ Gms. of the solution (if about 40 per cent) is accurately measured or weighted into stoppered flask of 150 to 200 Cc. capacity, about 3 Gms. of pure ammonium chloride in fine powder is added, and then 25 Cc. of a double normal solution of caustic soda, the flask being shaken meanwhile. A good deal of heat is produced, and the stoppered flask is allowed to stand until flask and contents are at the temperature of the room. Then 50 Cc. of water containing 1 drop of 1 per cent solution of methyl orange is added and the liquid titrated with normal sulphuric acid until the yellow color just changes to red. The number of Cc. or normal soda used up multiplied by 0.06 gives the weight of formaldehyde. If the solution was acid another portion is titrated with N-10 alkali and phenol-phthalein, and the necessary correction made in the amount of soda neutralized. A number of experiments showed that this method gave very constant results.

SYNTHETIC PRODUCTS.

A contributor to "The Lancet," in the course of an article on the official recognition of synthetic remedies as expressed by their inclusion in different Pharmacopoeias, gives the following table, showing in how many of fifteen Pharmacopoeias (exclusive of the British) the articles named are included:

Airol	2	Lactophenin	3
Aristol	5	Novocaine	2
Aspirin	8	Protargol	6
Benzonaphthol	4	Pyramidon	3
Betol	2	Salipyrin	11
Creostal	4	Salophen	4
Dermatol	14	Stovaine	2
Dionin	4	Tannalbin	6
Diuretin	13	Tannigen	4
Duotal	14	Tannoform	3
B-eucaine	4	Trional	12
Euquinine	3	Urotropin	7
Heroin	6	Veronal	4
Iodol	4	Xeroform	3

The writer discusses chiefly the question of the names under which such articles are or should be included in pharmacopoeias, and specially refers to the efforts of German sick clubs to encourage the prescribing of synthetic remedies by chemical rather than proprietary names.—(Chemist and Druggist.)

ALDOGEN, A NEW DISINFECTANT.

This consists of calcium chloride and paraform, the former is sold in a wooden case and the latter in a paper bag, both being packed in a tin box. The addition of water to the mixture produces formaldehyde. The following proportions are recommended:—One part of paraform, 2 parts of dry calcium chloride, and 3 parts of water, all by weight.—Boehncke (Zeitschr. f. Hyg. u. Infekt.-Krankh., through Journ. Roy. Inst. Publ. Health.)

MODIFIED STARCH FOR DRESSING WOUNDS.

A German patent has been taken out for the production of a modified starch, which swells on contact with cold water, but the mixture has no viscosity. It is obtained by heating starch,2, with chloroform 1, on the water-bath for several hours, under a reflux condenser. The chloroform is then distilled off and the residual starch dried. Exteriorly it does not differ from ordinary starch. It is introduced for use in pharmacy as a dressing for wounds.—Pharm. Zeit.

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prohibits the sale of any
but strictly pure

Special Prices when ordered in bulk packages.

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. VANILLA .

WYETH'S represents the True Flavor
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FREE FROM ANY ADULTERANT

PURE AND WHOLESOME

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Absolutely Sure!

Any Druggist, when he sells or recommends "Mecca" Ointment, does it with a certainty that his customers get full value for his or her money and they will come again and again for it. We will stand behind every jar. All Wholesale Drug Houses or

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RE-ISSUE OF THE

British Pharmaceutical Codex

During the four years which have elapsed since the British Pharmaceutical Codex was issued, the whole of the work has been subjected to careful revision, the matter has been rearranged so as to be more convenient for reference, and much fresh information has been added. Based on the British and United States Pharmacopœias, the new Codex will contain specially-prepared descriptions of

All Drugs and Medicines in Common Use.

throughout the British Empire and the United States of America, with Chemical, Pharmacological, Prescribing and Dispensing Notes, and an extensive Formulary of Galenical Preparations which are not official in the two Pharmacopœias. In spite of the considerable increase in the volume of information which it will contain, the new Codex will be of more convenient size than its predecessor, being printed on thinner paper of good quality, and the attachment of the cloth covers will also be of a more substantial character. Having made special arrangements with the publishers, we will be able to supply the book at

Three Dollars per copy, post paid.

It is advisable that orders should be sent in as soon as possible, in order to ensure prompt shipment. The last edition was oversold and all orders could not be filled. Orders sent in now, accompanied by cash, will be filled in the order received.

THE CANADIAN DRUGGIST, Toronto, Canada.

B. P. C. ORDER FORM.

To THE CANADIAN DRUGGIST, Toronto, Canada.

Please reserve for me, when published, ____ copy of the new British Pharmaceutical Codex, in payment for which I enclose $

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CANADIAN PHARMACEUTICAL ASSOC.

(Continued from page 520.)

vincial Educational standards were at least approximate.

The following reports, amongst others, were presented :

REPORT OF LEGISLATIVE COMMITTEE.

Hon. G. E. Hughes, Chairman.

Mr. President and Gentlemen :

As you are aware, the duties of the Legislative Committee are limited, and consequently a lengthy report is not to be expected.

During the past session of the Dominion Parliament, a Bill was introduced for the purpose of regulating the sale of poisons. The proposed Bill contained certain provisions which, if passed, would have made it most absurd, and unworkable as well as greatly detrimental to our interests and the best interests of the general public.

Your committee are pleased to say that great credit is due our capable and energetic Secretary, Mr. Gibbard, for the prompt and efficient manner in which he successfully protected our interests. Acting on his suggestion and kind offer, the committee placed the matter in his hands, fully confident of his ability to do it justice. The annexed correspondence between Mr. Gibbard, Sir Wilfrid Laurier and the Honourable McKenzie L. King speaks for itself, and shows plainly the good results obtained. It also proves the great benefit of our organization in matters of so much importance to our profession.

Respecting the incorporation of the Canadian Pharmaceutical Asso., the Committee have ascertained that it will be necessary to have a special Act passed by the Dominion Parliament for that purpose, a copy of which we propose to submit to this meeting.

The following subjects are engaging the attention of the committee, and they hope to secure the necessary legislation required at an early date, namely : The placing of every laboratory in Canada manufacturing internal remedies under the supervision of registered pharmacists ;

The prohibition of misleading titles of proprietory medicines ;

The recognition of the Canadian Formulary as an official standard in Canada.

Your committee also recommend that an endeavor be made to adjust properly the dosage of potent drugs permitted in patent medicines. At present, the Department ruling is simply absurd, and without doubt is the result of an effort on the part of the medical men to destroy patent medicines.

Our Association should make itself felt with sufficient force to impress upon the Department the necessity of consulting pharmacists, as well as physicians, when dealing with medicines. Such a course is pursued in England and the United States, and we should be consulted on occasions when legislation dealing with medicines is introduced.

We would also suggest that the regulations of the Inland Revenue Department requiring a repetition of particulars in connection with the registration of patent medicines is an unnecessary burden on the craft, and entails on many of the members expenses in supplying Statutory Declarations and affidavits. A good many of our people have protested at this.

The question of reciprocity in the matter of diplomas between the different provinces of Canada is still unsettled. We recommend that legislation be secured providing for the same between any province expressing their desire to reciprocate by a resolution adopted at a regular meeting of their Association.

REPORT OF COMMITTEE ON COMMERCIAL RELATIONS.

R. S. Knowles, Chairman.
720 Pender St., W., Vancouver, B.C.
August 1st, 1911.

Mr. President :

It affords your Committee on Commercial Interests great pleasure to be able to report a prosperous year in all branches of our business.

One thing that is most gratifying is the greatly increased sale of made in Canada goods, and of goods of British origin. The sale of these lines could be vastly increased if druggists would give such goods more prominence in their stores and push them more from behind the counter.

The wholesalers report an extremely busy year. Your committee has interviewed members of that body from Halifax to Vancouver, and all sing the same song of increased business and better collections.

The Pharmaceutical houses join in the happy chorus and according to their statements the sales in these lines have kept pace with those of the wholesale druggists.

Especially has the sale of Non-Secrets made and controlled in Canada increased, and it is with great satisfaction that your Committee is able to report that our own goods are replacing the American lines of patents.

As the heavy burden of our work was shifted to two other committees, it would not be fair to take up your time with a long drawn out report, as no doubt both the Legislative Committee and the Special Committee to the wholesalers have long reports to make on matters bearing on the same subject as those reported upon by this Committee.

In March the Convenor of this Committee sent out a circular letter to its members asking for a

THE EUREKA OINTMENT POT

REDUCTION IN PRICE



Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz to 4 oz sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz	$ 5.35	5 Gross
¾ "	6.25	5 "
1 "	7.50	3 "
2 "	9.90	3 "
3 "	12.75	2 "
4 "	15.00	2 "
6 "	20.00	1 "
8 "	27.00	1 "
16 "	39.50	1 "

FOR SALE BY JOBBERS — DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. — MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG

The House of Quality and Pharmaceutical Elegance

Specialists in Reliable Remedies and High Class Toilet Goods, under Druggist's own Name.

A Large Variety of Wrappers to Choose from. — **Write for Prices and Samples.**

New Canadian Branch

SPECIAL OFFER

Having opened complete laboratories and offices in Windsor, I want to make the following special offer to Canadian retail druggists:

Offer Continued Until

September 1st

I will give as a bonus on any assorted order amounting to $12.00, two dollars' worth of preparations free; 100 samples of Kosmeo Cream, Kosmeo Powder and Bonalaxa; 50 of my 64-page books on the complexion and hair (describing all my preparations) and in addition will address letters to 100 of your best customers inviting them into your store for the samples and books.

Terms 5% for cash in 30 days, freight or express prepaid.

Kosmeo Cream	$4 20
Kosmeo Face Powder (white, flesh & brunette)	4 20
Hair Restorer (name changed to hair color)	8 40
Bonalaxa (the bon bon laxative)	2 10
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
(positive Eczema) white or flesh	8 40
Bath of Iris for the hands	1 20
Rose Bloom (rapid tonic pink and	
carmine)	4 20
Stock Recipe (for use and books)	2 10
Cactus Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygienic Scalp Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat Al	1 20
Bracking Cream	6 30

ADDRESS

Mrs. Gervaise Graham

46 Ouillette Ave., — ***Windsor Ont.***

report on conditions. We assure you, Mr. President, that the answers we received in no way embarrassed the Postal Department. However, some kindly answered, and we think it better to present a copy of this circular letter, and to sum up under the various headings, the answers received:

Dear Sir,—As the time approaches for the report of our Committee on Commercial Relations, to be presented, and as it is the desire of the Canadian Pharmaceutical Association to have no more "one man" reports, I trust you will assist the Committee of which you are a member by sending in to me as early as possible, in May next, a report of conditions in your province.

It has been suggested that a short, concise report on following points be made, together with suggestions from each member, the whole to be compiled and sent to you in June before being submitted at the annual meeting.

1. Has the sale of made in Canada goods increased?
2. Condition of business for year.
3. Cost of doing business.
4. Condition of cut-rate evil.
5. Advance or decrease in wholesale prices
6. Have Chain-Stores hurt the legitimate drug stores?
7. Are wholesalers, to your knowledge, responsible for starting or backing any cut-rate stores in your province?
8. Have the prescription prices improved?

As the matter of cheaper alcohol has been put up to Committee on Legislation, and a special committee also deals with relations between wholesaler and retailer, I think above list fairly covers what is expected of us.

REPLIES.

1. Yes, greatly. Reports from Atlantic to Pacific Coast all give glowing accounts of increase in sale of these goods. There seems to be a favorable opening for a first-class line of toilet goods, similar to those put up by three firms in New York.

2. Increase very satisfactory. Every Province heard from reports increase in volume over last year.

3. Expenses have increased in as great, if not a greater, ratio than profits. In the West, wages have increased largely, and also rents in cities have advanced. The increase in wages did not come too soon, as the quality of the clerk has increased with his wages, in nearly every instance with which we have come in contact. Further, it seems to most of those to whom we have talked that the druggist's own expenses have increased, owing principally to the average druggist coming out of his shell, and taking his place, as he should, in business, public and social life. We think that the members of the profession are more esteemed to-day than at any former time in the history of Pharmacy in Canada.

4. The same old thing, they are still "cutting away." The Atlantic and Pacific Coast are fairly clear of it, as are Alberta, Saskatchewan, Quebec and the Maritime Provinces. No solution has been found for this evil, and we do not look for it to cease just so long as it is the only way by which some misguided individuals can sell goods, or while people will go to buy from a store that takes the price off the goods, and at the same time off some unfortunate girl's salary.

5. Mr. Burbidge, of Halifax, has given this subject very careful consideration. We can do no better than quote his report: "The whole tendency of the market during the past six months has been upwards, the following are some of the most important advances:—

Carbolic acid	30 per cent.
Opium, Morphine, etc.	20 "
Bromides	10 "
Oil Lemon	10 "
Norway Codliver Oil	25 "
Ergot	50 "
Larkspur Seed	10 "
Camphor	10 "
Santonin	10 "

To-date, practically no reduction of prices. U.S. Oil of Turps. and Mercurials advanced sharply in the fall, but are now down to about what they were six months ago."

The Wholesalers have generally been very fair in sending out notices of market conditions before increasing their prices.

6. The Chain Store has grown in the Middle West a good deal, but it has helped those outside the magic links by making them lively boosters of Canadian goods, and of their own preparations.

7. In no province from which we have heard, has it been stated that Wholesalers are starting or backing cut rate stores.

8. Prescription prices have increased, but we think with a greater use of the C. Ph. A. selling price on each copy, they would increase still more. We have not heard of any druggist selling under the market price.

In closing, let us again urge the necessity for local Associations and co-operation.

Winnipeg and Vancouver give a pretty good example of what can be done. In spite of all said to the contrary, we can only find cases of goods in dry goods and grocery stores.

All of which is respectfully submitted.

REPORT OF THE COMMITTEE ON PHARMACEUTICAL EDUCATION.

Ottawa, August 25th, 1911.

Henry Watters, Chairman.

To the President, Officers and Members of the

Canadian Pharmaceutical Association :

We beg to submit the following report :

In compiling report herewith submitted your committee has striven to embody as fully as possible the views of all its members. While not all of them responded to appeal for hints or ideas, an encouraging proportion supplied material to lay before you as the contribution of your committee to the educational expression of your association. It is not difficult to understand why a larger number of those appointed to assist in duties of the committee do not respond. The suggestions presented to them for consideration open up a field of inquiry demanding some little preliminary preparation to enable one to acquit one self satisfactorily, and enable one to contribute some helpful thoughts to the purpose of the committee. While therefore regretting that our report does not reveal a more varied expression of opinion, we cannot justly find fault with those who have been unable to add to the material from which our report is made up. Again, as the scope of the education committee has been pretty thoroughly and exhaustively embraced in the labors of our predecessors we naturally and logically have to turn backward to recommendations of former committees as a basis for the undertaking entrusted to your committee of to-day. Indeed, it must be recorded that the only pointed suggestions addressed to your chairman, and coming from a thoughtful and enthusiastic member of the committee, Mr. E. S. Knowlton, dwelt on the ground covered by the report of committee submitted at the convention of 1908, and he urged the inculcation of the doctrines elaborated in that report, and endorsed by the Association, as still of the first importance. Personally I might have felt some diffidence in bringing before you once more opinions on Pharmaceutical Education in which my own notions occupied so considerable space. As, however, I am not free to oppose the attitude of my colleagues, I have no choice but to recommend to your favorable consideration the various conclusions arrived at and which we have incorporated in our report. No portion of Mr. Knowlton's paraphrase on the questions raised could be spared, so it is presented in its entirety. Mr. Knowlton says in reply to invitation to contribute to compilation of our report, "I must confess to having given practically no thought up to the present time relative to the work of our committee, as you are aware my work thus far in the Association has been connected with the Committee on Commercial Interests. I have before me the report of proceedings of our first convention in Toronto in 1908, which contains Mr. Martin's report as convenor of that committee, and what I shall write you will be based largely on the paper which he submitted at that time and to which you contributed. Mr. Martin at that time sent to the members of committee these inquiries :—

1. What Educational Qualification should be required of an apprentice entering a business ?

2. Should there be two classes of certificates, that is, one for the registered clerks, and one for the proprietors ?

3. Is the standard set by the Colleges of Pharmacy unnecessarily high ?

4. Should there not be a department for commercial training ?

5. Should there not be a uniform standard of examinations throughout Canada ?

Mr. Martin, I think, covered the ground pretty thoroughly on this occasion, what he said at the time with reference to the difficulties we were experiencing in procuring apprentices is as true, if not more so, in this province than it ever has been. The question he asked with reference to two classes of certificates, I heartily concur with him, that from the standpoint of the individual when he has served his stated time to apprenticeship and qualified himself sufficiently to pass the prescribed examination, he should be given a certificate good enough to enable him to start in business. From the stand-point of the Association Mr. Martin took the stand that the individual should not have a certificate entitling him to engage in business until contributing to the annual support of the institution. With this I cannot agree. I think most of us will have to admit, from our own experience, that in a very short time after our examinations were over we forgot much of the theory, and if the individual were required to keep these before him for a much longer period than is now entailed on him by our present system of examinations and granting certificates, I fear it would work a hardship greater than could be borne by many, and further mitigate against our chances of getting apprentices. I further agree with the decision on the third question that the standard as set by our Colleges of Pharmacy is not too high. I cannot agree with Mr. Martin in his inclination to eliminate Botany, as having become an almost unnecessary study. We must remember that many of our graduates from the Colleges of Pharmacy are called upon to fill important positions on large manufacturing establishments in this and other lands, where they require to have a more or less intimate knowledge of Botany, and if we are going to fail in providing them with the necessary instruction along these lines, some other institutions will have to take up the work. I would not substitute a course in business training instead, but add the latter course to our present requirements. I would like to lay special stress, as Mr. Martin does, on this subject, of



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having our students taking their places in the commercial world. I find that very few graduates to-day can dictate a good business letter on the ordinary subjects of trade in which we are engaged, or the ordinary matters of every day business. I think that proprietors or managers should give to the members of their staff instructions as to how best to address customers in ordinary matters of business, in the introduction of any articles to be sold, and other matters which seek to establish the confidence of our customers in their dealings with us. I consider this matter of establishing confidence to be the first essential of a successfully conducted drug business. We as pharmacists, must have the implicit confidence of both the medical practitioner and his patient, and this applies equally as well to the sale of the proprietary articles and other articles of commerce usually sold at the present time in a drug store. Now the fifth question, when we consider it from the standpoint of efficiency, apart from any selfish interest, personally, I think we must admit that the uniform standard of examination throughout Canada, or I might say further, throughout the British Empire, is, I cannot doubt, the only right standard to advocate. The reason for my using the personal pronoun "I" so often is that I have not consulted anyone in this contribution, and am merely giving my own opinion, and do not wish to give the impression that they were B.C. views without consulting the opinions of others interested, in view of the attitude taken in this country quite recently, and we must admit that the first law of nature is likely to find very strong advocates in numerically weak and newer communities, but I am not certain but time will overcome many obstacles in this direction. If you have no copy of the report from which I am basing my remarks, I think that you could not do better than inculcate the whole of the matter you submitted to Mr. Martin on that occasion, and for fear you may not, I am submitting herwith verbatim what you contributed to his report. Here it is. "Judged by the lamentable lack of business qualifications as distinguished from professional equipment manifested by graduates in pharmacy who have not had the advantage of training in a progressive pharmacy and who make up the majority of the students of our colleges, does it not appear to be the duty of those undertaking the education of pharmacists to supplement that education by instruction in the art of salesmanship, the laws underlying sound merchandising, the best methods of turning to account for commercial purposes the knowledge of remedies acquired in pharmaceutical studies, both as regards the uses of the physician and the requirements of the public, and what is not less important, the inculcation of high standards of business honor, and above everything else just views of the relationship of the pharmacist to the public, to the physician, to his fellow pharmacist and to himself. This duty might be undertaken by pharmacists recognized and noted for the qualifications needed and indicated, and without impinging on the curriculum work of our colleges. Regarding uniformity of examinations for the Dominion of Canada, it would seem desirable both in elementary educational preparation and final qualifying test, and also apprenticeship service, to have one equivalent standard established in each and every province. It is assumed that this question can be regulated solely by the provincial legislative bodies. It seems therefore the duty of those having in charge the administration and advancement of pharmacy in the provinces to promote approximation of local standards with the ideal standard arrived at by the representative wisdom of the provincial bodies. As pertinent to this question and of fully more practical interest is the matter of reciprocity of registration. It does not appear that any province has anything to fear from exchange of diplomas on a common basis so any attitude of opposition to this measure cannot be defended by any argument worthy of consideration in a serious discussion. There can be no more useful question discussed by the C.Ph.A.nor one that can do more to promote its permanency. To resume the orderly trend of our message we would here mention that such reports as have come to us bearing on the educational requirements, indicate that the provincial licensing bodies recognize the need of sufficient preliminary educational standing, and are conforming to the standard accepted by your association. Your committee had hoped that the question of aid to students during entire apprenticeship period would have been disposed of by the establishment of adequate instructional provision by one or more of our colleges of pharmacy. This hope has not been realised, owing probably to inability of those having the administration of our Colleges to understand the desirability or practicability of such supplementary instruction. It should be noted that no sound argument has ever been advanced against the principle of correspondence instruction. The opponents of it rest their case on what can only be regarded as prejudiced bias against an instructional system which they refuse to credit with practical value. It can be stoutly maintained that there can be no criticism directed against correspondence instruction which could not with equal force and justice be charged against all other forms of instruction. Consider for a moment what is involved in any form of instruction; simply the transference of the accumulated knowledge of ages from one person to another through



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the medium of the vocal organs, or the printed page, or by the written word. There might justly be claimed a superiority for the systematically conducted correspondence teaching in that it entails the compulsion to a much greater degree than the other kinds of instruction on the part of the student to meet the progressive demands of his perceptive faculties. Properly conducted and logically applied, no fresh step can be taken until the previous ones have been mastered. This instruction embraces all the features of didactic lectures, tutorial oversight and quiz review work. This may be as good a time and place as any to investigate the probabilities of such a system of instruction being profitably carried out. I mean, of course, profitably to both apprentice and preceptor, and I use the term preceptor advisedly, as in the absence of the recognition of the specific duties implied in the function of the preceptor, there can be no adjustment of any scheme of apprenticeship instruction. That the preceptor or employer is charged with all the responsibility for the condition we are endeavoring to remedy admits of no rejoinder. If the employer does not care to associate himself with the business and professional training of his apprentice, it is to be feared that no system of instruction could be devised that would serve the purpose intended. If, on the other hand, the preceptor is anxious to discharge his obligation to his apprentice and relieve his graduates of the odium of defective training, he will find a suitable, simple and practicable guide in the model presented at the Banff convention. This report, as must be apparent, has developed into an individual expression of opinion on the most urgent phase of pharmaceutical education likely to come before you. It is evident the problem is no nearer solution at this stage than at an earlier period. That some progress has been made we are bound to believe. We would most earnestly submit it once more to your thoughtful consideration in the hope that relief may be provided for the pressing need we are confronted with.

All of which is respectfully submitted.

FORMULARY COMMITTEE

Mr. John Hargreaves, chairman.

To the President and Members of the Canadian Pharmaceutical Association :

Gentlemen :—

Your Formulary Committee beg to submit the following report of the work and progress made in connection with the Canadian Formulary "C. F." since your meeting in Halifax, 1910.

The province of British Columbia purchased two hundred copies of the "C.F." and through a committee appointed to carry on the work, they presented one to the practicing physician, accompanied in may cases with a personal interview for the purpose of explaining the aims and objects and the mutual advantages to be gained by a recognition and use of the formulas contained in the book. As you will concede that results always follows intelligent display of energy, so the pharmacists of B.C. report that results of a gratifying nature were received, and though individual results are not satisfied with the returns, they understand that it is the continuous and methodical detail and interview which is required to produce more general satisfaction.

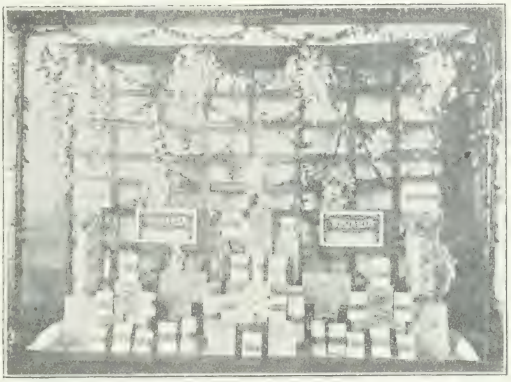
In Ontario, particularly in localities where effective operations have been carried on, the physicians receive the information presented to them with that intelligent eagerness which convinces the pharmacists engaged in the work that they are willing to co-operate, and as a matter of fact, this they have done both by writing prescriptions and purchasing supplies for C.F. products. Toronto is endeavoring to organize a systematic detailing of the physicians with copies of the book and with samples of the preparations. It is proposed to engage a competent canvasser who will obtain repeated interviews with the medical man of Toronto, and who will be paid for his services as liberally as the most efficient pharmaceutical detail canvassers are paid. The sum required is estimated at $1,000, and many of the pharmacists of the city have subscribed $10 each to be expended as described.

The value of the formulary work requires that formulas be submitted for approval by your committee from all the varied localities in the Dominion. To obtain this widespread co-operation, we would recommend that each Provincial Pharmaceutical Association arrange at their annual meeting to appoint a standing committee of their Association to be called the Research or Formulary Committee, such committee to take all the necessary active steps to propagate the introduction of the "C.F." in their respective provinces, and we further recommend that each and every College of Pharmacy in the Dominion should have for display a complete set of samples of the preparations contained in the Canadian Formulary. These samples should be used for the purpose of exhibition at any local medical Association, or before the students in Pharmacy or any meeting of the local association of pharmacists.

One of the New York Pharmaceutical Associations is actively propagating the introduction of the National Formulary to the Medical profession by methods that we suggest as worthy of adoption by your Association. Their plan is by means of postal cards on which two formulas from the "N.F." are printed in full with the uses or medical properties and doses to be given. At the heading of the card the following statement is made :

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Then follows as before mentioned the two formulas and below a blank space for the signature of the pharmacist sending out the cards. A similar post card system to be used for the C. F. work and preparations might profitably be adopted either by your committee or probably better be taken hold of and operated by each provincial Pharmaceutical Association. The cards might be arranged and printed by your committee to be purchased by each province who would supply them to their members either free or to be subscribed and paid for by those requiring them as decided upon.

Attached hereto are some formulas which were submitted to the Research Committee of the O. C.P., and were approved of and suggested as eligible for admission into the next edition of the C.F. publication. Your committee beg to approve of the formulas and to recommend that they be preserved for use when another edition is expected.

We beg to invite criticism of any formula or preparation, hoping in this way to greatly improve the formulary and increase its usefulness as a working guide.

All of which is respectfully submitted.

SECOND DAY.

Morning Session.

Convention re-assembled in the College building at 10 o'clock with Vice-Pseident Tremble in the chair and a good attendance of members present.

The first order of business was the presentation of credentials which had been left over from the previous session. As these were not ready for presentation, the matter was again deferred until the evening meeting.

The reading of minutes was then taken up, when on motion of Mr. Nelson, seconded by Mr. Reicker, these were taken as read.

The chairman called for reading of communications, which, on motion of Mr. Hargreaves, seconded by Mr. Reicker, were taken as read.

The Secretary then presented his annual report which, on motion of Mr. Burbidge and seconded by Mr. Fuller, was referred to a special committee consisting of Messrs. Nelson, Porteous, Taylor, Nesbitt, Case, Albert, Brown, Fuller and Gourlie.

Mr. Watters, Convener of the Committee on Pharmaceutical Education, presented the report of the Committee, which, on motion of Mr. Watters, seconded by Mr. Gibbard, was received.

It was moved by Mr. Willis, seconded by Mr. Albert that Mr. Burbidge's paper on "Pharmaceutical Education" be read at once, and considered at the same time as the report on Pharmaceutical matters. Carried.

Mr. Burbidge then read his paper on Pharmaceutical Education, which, on motion of Mr. Watters and seconded by Mr. Nelson, was received.

In the absence of Mr. Burns, Convenor of the Committee in Commercial Interests, Mr. McKenzie, the delegate from B.C., presented the report of that committee, which, on motion of Mr. McKenzie, seconded by Mr. Nelson, was received.

Moved by Mr. Hargreaves, seconded by Mr. Hawker, that Pharmaceutical Education be the first order of business for Wednesday morning.

It was then moved by Mr. Angwin and seconded by Mr. Hawker, that the matters of commercial interests be the first subject for discussion at the evening session. Carried.

Mr. Hughes, the Convenor of the Committee on Legislation, then presented his report, which, on motion of Mr. Hughes, seconded by Mr. McKenzie, was received.

It was then moved by Mr. Burbidge, seconded by Mr. Fuller, that Legislation be the first order of business at the second session on Wednesday.

Evening Session.

Convention assembled at 8.30, with Vice President Tremble in the chair, with a good attendance of members and delegates, and Mr. Bole and Mr. Tinling among the visitors.

Mr. Nelson, chairman of the special committee on credentials, presented his report

It was moved by Mr. Gibbard and seconded by Mr. Hargreaves that Mr. Jury be qualified as a delegate in the place of Mr. Harrison, the second delegate from Ontario who had not arrived. After much discussion as to whether the Association had right to qualify delegates from among the members present, the matter was dropped.

It was then moved by Mr. McKenzie and seconded by Mr. Hawker that Mr. Watters' paper bearing somewhat on the same subject be read.

Mr. Watters then presented his paper on "A Sound Basis of Profit for the Druggist."

This paper appears elsewhere

It was then moved by Mr. Gibbard and seconded by Mr. Burbidge that Messrs. Bole and Tinling be accorded all privileges of taking part in the discussion of the convention for the evening.

The Chairman asked the Secretary to read portions of report of Committee on Commercial Interests for the benefit of those who were not present at the morning session, so that the matter could be discussed intelligently.

(Continued on page 613.)

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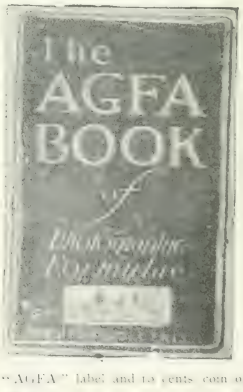
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Trade Notes

ALBERTA.

G. L. Brown has opened a new drug store at Haneyville, Alta.

A. McEwan has opened a new drug store at Crescent Height, Calgary, Alta.

It is reported that W. E. Maynard, druggist at Strome, Alta., has sold his business.

Ivan Crooks has opened a new drug store at Cor. 14th and 17th Ave., Calgary, Alta.

Carmichael & Saunders have opened a drug and stationery business at Strome, Alta.

McFarlane & White have admitted J. Cassidy into partnership. Mr. Cassidy will manage a new branch of the firm on First Street, Calgary.

The Namayo Medical Hall is the new name for the business formerly conducted by Dr. C. J. MacKinnon, Edmonton, Alta. The new firm is composed of Dr. C. J. MacKinnon, H. T. Warren and Mr. Miller.

BRITISH COLUMBIA.

Mr. Rake is opening a drug store at Elko, B.C.

J. Johnston is opening a new drug store at Vancouver, B.C.

The Standard Drug Company has commenced business in Vancouver, B.C.

Henderson's Drug Store at Powell River, B.C., was recently destroyed by fire.

The Bulkey Valley Drug Co., have opened a new drug business in New Hazelton, B.C.

The Man Drug Co., of Grand Forks, and Woodland & Co., druggists, of Grand Forks, B. C., both suffered losses by fire recently.

Tepoorton & Co., wholesale druggists at Vancouver, B.C., have removed into new premises at 305 Water St., where they have largely increased accommodation and a building admirably adapted for its purposes.

MANITOBA.

A. A. Whittmore has opened a new drug business at Mirror, Man.

Henderson Drug Store at Powell River, Man., was destroyed by fire.

Dr. A. Moise has purchased the drug business of Dr. Davies, Dugald, Man.

NEW BRUNSWICK.

J. R. Hagerman, druggist at Florenceville, N. B., suffered a loss by fire recently.

Geo. C. Hunt, of Hunt & MacDonald, druggists of Fredericton, N.B., died August 6th, aged 86.

NOVA SCOTIA.

W. R. Nicholson has purchased a drug business at Dartmouth, N.S.

Fire caused about $500 damage to the drug stock of Geo. C. McDougall, Kentville, N.S.

A. J. McCallum, of the firm of Turnbull & McCallum, Sydney Mines, N.S., died last month.

ONTARIO

E. J. Mitchell, druggist at Southampton, Ont., has sold his business.

F. J. Capell, druggist, of Elora, Ont., suffered a loss by fire recently.

Dr. Groves has purchased the drug business of Dr. McGee, Carp, Ont.

J. J. Kelly, druggist, 544 Queen St. West, Toronto, died August 24th.

H. N. Smith, druggist at Wallaceburg, Ont., has sold out his business.

C. J. Ready has purchased the drug business of N. B. West, Springfield, Ont.

J. A. Scott has taken over the drug business of J. C. McFarlane, Glencoe.

The drug store of W. R. Brown, Fort William, Ont., was burglarized recently.

Dr. Geo. H. Groves has purchased the drug business of C. F. Magee, Caro, Ont.

C. C. Narroway has purchased the drug business of A. Cooke, Brampton, Ont.

Liggett's, Limited, are opening another drug store at 224 Yonge St., Toronto.

Dr. C. M. Lang, of Lang & Gilchrest, druggists, of Owen Sound, Ont., died recently.

J. Bockwell has taken over the drug business of F. H. Webb, Danforth Ave., Toronto.

S. L. Dunn has purchased the Springhurst Ave. branch store, Toronto, of G. E. Gibbard.

F. Terry has purchased the drug business of H. G. Sanderson, Bloor St. W., Toronto, Ont.

McKeown & Kerr, druggists, Ottawa, Ont., have dissolved partnership, G. S. McKeown retiring.

Allen & Cochrane have opened an additional branch store at corner Bank and Sparks Street, Ottawa, Ont.

John A. Clark, Secretary-Treasurer of the Chemists' Co., of Canada, Hamilton, formerly in the retail drug business in that city, died August 20th.

QUEBEC.

Dr. E. Morin has started a new drug store at Quebec, Que.

A. J. Jassby & Co. have registered as druggists at Montreal, Que.

Dr. Demers, druggist at Farnham, Que., lost his store and dwelling in a recent fire.

SASKATCHEWAN.

W. C. Sweet has opened a branch drug store at Ceylon, Sask.

Dr. F. R. Harvey has opened a new drug business at Plenty, Sask.

A. Hannah has purchased the drug business of R. W. Mills, Elstow, Sask.

J. H. Puley has purchased the drug business of W. Marshall, Alsask, Sask.

W. H. G. Gibbs, druggist at Carievale, Sask., has discontinued his business.

C. B. Nicol has purchased the drug business of A. C. Robertson, Moosomin, Sask.

J. D. Butler has opened a patent medicine and stationery business at Waldheim, Sask.

W. M. VanValkenburg, Ltd., druggists at Regina, Sask., are advertising closing out business September 1st, not being able to secure further lease of the premises.

J. A. Stewart has purchased the drug business of J. H. Mitchell, Prince Albert, Sask.

J. A. Stewart has purchased the drug business of J. H. Mitchell at Prince Albert, Sask.

Creight, Hutchinson & Creighton, have taken over the drug business of Creighton & Creighton, Biendait, Sask.

Angley & MacDonald, druggists, of Radisson, Sask., have dissolved partnership, F. R. Angley continuing the business.

BOWLING.

The annual Bowling Tournament of Druggists, Doctors and Dentists, familiarly known as the "D.D.D." has been postponed, owing to the inability of a number of the leading members to take part. There will be no tournament this year.

The following clipped from a local paper referring to one of the matches of the Ontario Bowling Tournament gives deserved praise to Mr. C. MacD. Hay, Manager of Lyman Bros. & Co., for his excellent play, and also that of Dr. Burritt. It says in closing, "We cannot close without referring to the game in the second round, Ontario Cup, between Dr. Burritt, of Mitchell, and C. MacD. Hay, of R.C.Y.C. The players and an enthusiastic gallery were unanimous that it was the finest any of them had ever seen. Out of the 15 ends Hay counted 10, every one a single. Burr , many times a winner at London, Stratford and Goderich, got a 3 in the first, 2 in the seventh, and 4 in the ninth, made it 9 all in the 13th. Hay counted the fatal end, and Burritt the 14th, and it was 10 all with the last end to decide. Hay lay the winner, and guarded when the doctor played his last. His shot was a beauty. A fast running shot raised the guard, so that it trailed the kitty to one of his counters, giving him the point required by inches. For fine play throughout the game was a wonder."

OBITUARY.

GEORGE C. HUNT.

Mr. George C. Hunt, of the drug firm of Hunt & MacDonald, Fredericton, N.B., died August 6, aged eighty-six. Mr. Hunt was for a length of time in the employment of the late Hon. Jas. I. Fellowes. In 1852 in partnership with the late John Challoner, he opened a drug store in Fredericton, of which Mr. Hunt was in charge. Subsequently he purchased Mr. Challoner's interest in the business, and Mr. S. A. R. MacDonald was taken into partnership, the latter managing the business. Mr. Hunt was one of the charter members of the New Brunswick Pharmaceutical Association, as well as a past President. Several years ago he was compelled through illness to give up active work, and has been confined to his house for some years. He was an active member of the Church of England, and was connected with Christ Church Cathedral, and was also prominent in the Masonic Order.

A. J. McCALLUM.

The death is recorded of Mr. A. J. McCallum, who conducted a drug business at Sydney Mines, N.S. Mr. McCallum was well and favorably known throughout Nova Scotia, and had the esteem of not only the citizens where he resided, but also of his confreres in the drug trade throughout the province. Mr. McCallum at one time resided in Yarmouth, N.S., and was the father of W.M. McCallum, druggist, N. Sydney.

J. J. KELLY.

Joseph J. Kelly died August 24th, at his residence, 253 Grace St., Toronto, Ont. Mr. Kelly has for the past four years conducted a drug business at 544 Queen St. W., previous to which time he was with the T. Eaton Drug Co. five years, coming to this city from Port Hope. He is survived by a widow and one child.

DR. C. M. LANG.

Dr. C. M. Lang, of Lang & Gilchrest, of Owen Sound, Ont., died at his home in Owen Sound. Dr. Lang, besides being interested in the drug business, had a large practice in that town, and was looked upon as one of its ablest surgeons.

J. W. CINNAMON.

Mr. J. W. Cinnamon, druggist at corner Agnes and Elizabeth Sts., Toronto, Ont., died suddenly last month. Mr. Cinnamon learned the drug business with Mr. Higginbotham at Lindsay, Ont., of which town he was a native, and afterwards moved to Toronto, and was for some time in the Rossin House Drug Store, subsequently starting the business which he owned at the time of his death.

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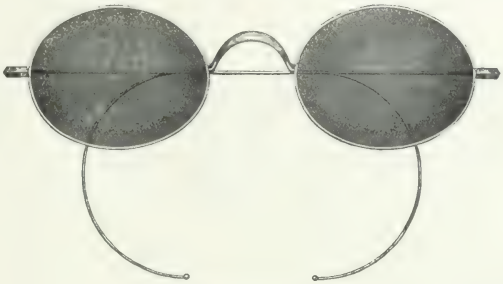
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CANADIAN PHARMACEUTICAL ASSO.

(Continued from page 606)

Mr. Nesbitt, of Winnipeg, then stated that he had reasons to believe that wholesalers were starting and backing retail cut rate stores in the Dominion, and desired to ask the wholesalers the straight question as to whether this were so.

Mr. Albert stated that he thought the convention was not entitled to ask that question of the wholesale trade." While the wholesalers might be temporarily aiding in some case where they desired to get their own out of it, I do not consider that backing."

Mr. Gibbard : " I was going to suggest that while the question is propounded to the wholesale men, we might ask if there are any retail men who are backing cut rate stores. We have in Toronto one large cut rate store, and believe we are soon to have another one, backed by retail druggists"

Westaway enquired whether a great number of cut-rate stores are really not wholesale establishments in themselves. I understand that quite a number of cut-rate stores have the power to buy at the same price that wholesalers buy.

Mr. Hargreaves :—I do not think the question is hardly fair at this convention. I believe that wholesalers and jobbers of Canada are backing aggressive cutters. The Rexall system now introduced in Canada could not be introduced except through the support of retailers. The whole solution is to do away with the cut-rate prices. That is the object in recommending that there be some steps taken to introduce and regulate proper prices. We never had complaints until this cut rate question became such a bug bear.

Mr. Albert :—We want price protection between the manufacturer and the retail druggist. Some method should be adopted forcing the manufacturer to our terms or turn their goods out of the stores. Get the Government to permit us to make a trade agreement with wholesalers and manufacturers re preparations which may be put on market. Failing that we must proceed on our own pins and force the manufacturers to sell only to dealers who will sell at 25, 50 and 1.00. We will then have no cut rates.

Mr. Hawker asked if there had not been a committee appointed to meet with a committee of the wholesalers. Nelson answered that a committee had been appointed, but the wholesalers decided that it would not be convenient to meet during the winter, and the committees were to meet on Thursday morning.

The Secretary, in response to Mr. Albert, stated that the Association had the power to do as Mr. Albert stated, and referred to the proceeding of the Halifax convention, page 38, where the functions and limitations of the Association were given.

The Chairman then called on Mr. Bole, of the National Drug and Chemical Co. to address the meeting.

Mr. Bole :—I wish, on behalf of the wholesale druggists of Montreal to thank you for the courtesy of the floor. I have been much interested in the papers by Mr. Watters and Mr. Hargreaves, and there are a good many things there I can hardly concur in. I understand that the matter has already been referred to a committee appointed last year to confer with a committee from our Association with the purpose of reviewing the commercial side of the drug trade of Canada. We are always ready to lend our Association to the furtherance of the drug trade interests, and if this committee is prepared to confer with the whole drug trade as far as our company is concerned, we are prepared to co-operate and lend our Association to improve conditions. Mr. Hargreaves refers to Government action in reference to price-cutting. That is a solution probably that I have heard advanced before. If public opinion becomes sufficiently advanced, Parliament might, because Parliament is only, more or less, a reflex of public opinion."

With respect to some of the subjects discussed, Mr. Nelson read from his report that the wholesale drug trade should not sell to hospitals and general stores. I want to say that the wholesale drug trade of Canada get less returns for their work than any other wholesale business. Would there be sufficient left if we eliminated selling to the hospitals to give us three meals a day ? If we did not sell to hospitals would the retail drug trade buy their supplies from us. I am afraid that the time has not arrived in Canada when the wholesale drug trade can pass the general store trade by. The manufacturer who advertises his goods cannot afford to close the channels of trade or he loses a large proportion of money spent in advertising.

With respect to cut-rate stores, Mr. Nesbitt has asked a pointed question. I am prepared to answer that so far as our company is concerned, that we never deliberately backed a cut-rate store. We may have helped some cut-rate stores, but it is necessary for us to get out with a whole skin. Perhaps if Nesbitt is referring to the National, with the cut-rate business, there is an explanation we can give him. I would be very glad to consult with him if he has any special cases, and I can assure him there is an explanation if there is a case of that kind. In regard to the system of price protection I will [illegible]

that price protection has not been a success because the retailers have not taken it up heartily. The Na Dru Co. goods are price protected, and yet there are a number of druggists in Canada who will not sign the agreement. If the retail druggist of Canada will go into it heartily and every man sign the contract, I am quite sure that a large number of preparations now on the market can be put on the restrictive plan. We propose to keep the Na Dru Co. goods on the price restrictive plan."

Mr. Tinling :

"It is a great pleasure to be here to-night. It seems almost like old times. You have taken up a subject which I think is the largest subject in the business world to-day. In speaking, of course, I am speaking in a personal way. I am not representing the wholesale trade of Montreal. I have been making a very close study of the cut-rate question. I have held every position in the wholesale association, and have had an opportunity to get an insight into the condition of things. Your weak point to-day, and I am afraid your weak point will always be, that you cannot get an organization of the retail trade that can be representative and bound by a duly appointed committee from your organization. My feeling is that each branch of the trade is in its particular niche, and no branch has a right to get into the other's niche. Each is entitled to a fair share of the profit. If we want to get the profit that years of good hard work surely entitles us to, I think the sooner the wholesale and the retail trade get together and give and take, and form a strong association, the better for both parties. In answer to Mr. Nesbitt's question I may state that we have never started a cut-rate store in this country since the National has been formed. Contrary to that, we have lost a great deal of trade in failing to supply these."

Mr. Chapman :

"I want to express my appreciation of all Mr. Tinling has stated. To my mind the point he is taking is this, 'there should be mutual trust.' That is what has been lacking amongst the retail trade. Our failure in the past has been materially owing to that one fact. We have had theory until we are tired of it."

Mr. Burbidge :

"We have not yet got the solution as to the remedy for the cut-rate evil. We have been reminded of some of the causes but the point has not yet been reached by which we can arrive at some solution to make future success. Mr. Tinling referred to the matter of the agreement sent out by the National not being signed. Maritime retailers could not see how this would benefit them. Personally, I have lost faith in that scheme for conducting a patent medicine business. The remedy in my mind is to knock the patent medicines whether protected or not."

Mr. Watters :

"In reference to that aspect of Mr. Tinling and also Mr. Bole, on the matter of Dr. Pierce goods which was brought up, I think the experience of their sales falling off was for some reason absolutely without relationship to the price contract plan. Mr. Willis gave his personal experience in Quebec with regard to the Dr. Pierce people, and stated that they did not back up the contract, and that was the reason for the falling off of the sales. Mr. Willis stated that the Association should have an executive officer paid a sufficient salary that he could give his time to organization work. The Executive should find some means of increasing the amount of money in the treasury."

Mr. Hargreaves :

"I would like to say a few remarks in regard to the Dr. Pierce contract in Toronto. Our experience there is that the Pierce people always stood by the contract. Mr. Tinling stated that manufacturers were not favorable to price protection, and apparently the wholesalers are not favorable to it, so that we have to find a remedy. I think the remedy is to go to the Government."

Mr. Brown stated that his opinion was that the evil was the lack of organization, and that steps should be taken to incorporate the Association. That would give the Association a legal right to assess the members for certain fees.

Mr. Gibbard explained that the Association had not been incorporated for the reason of lack of funds.

Moved by Mr. Case, seconded by Mr. Nelson, that the convention adjourn to meet at 9.30.

WEDNESDAY, THIRD DAY.

Morning Session.

Convention assembled at 9.30 with Vice-President Tremble in the chair, who opened the meeting by welcoming Messrs. Graydon, of Edmonton ; Mr. C. A. Smith, of F. Stearns & Co, Windsor ; Mr. F. Curry and Mr. J. E. W. Lecour, of Brockville, Ont., who were attending the meeting for the first time at this session.

The first order of business was the reading of the minutes by the Secretary, which, on motion by Mr. Watters, seconded by Mr. Wm. Hawker, were accepted as read.

It was then moved by Mr. Taylor, seconded by Mr. Burbidge, that Mr. Nesbitt's paper be read. Carried.

Mr. E. Nesbitt then presented his paper entitled "Reciprocity and Interchange of Diplomas," which, on motion of Mr. Nelson, seconded by Mr.

Burbidge, was received and laid on the table for discussion.

Mr. Watters then proposed that the report of the Committee on Pharmaceutical Education, with papers bearing on the subject, should be discussed by the convention.

Mr. Watters :—I want to congratulate Mr. Nesbitt on the careful treatment he has given the subject, but I can see no sound argument advanced why Ontario and Manitoba should not have reciprocal relations. Ontario has had her doors wide open, and the standard has not been lowered by this,as Mr. Nesbitt suggests reciprocal relations would tend to do. Ontario wants unlimited reciprocity with all the provinces. I have always been a champion of reciprocity. All the provinces have power to engage in reciprocal registration.

Mr. Nesbitt then referred to an article in a recent number of the Canadian Pharmaceutical Journal, which he criticised as unreasonably sarcastic re the question of reciprocity in diploma and the relation of Manitoba toward it. Mr. Nesbitt stated that there had been some ill feeling between the provinces of Manitoba and Ontario, and that Ontario had refused to recognize the diplomas of Manitoba graduates who were in business in Rainey River. Mr. Nesbitt was under the impression that the other provinces looked on Manitoba as opposed to reciprocal relations, while he claimed that Manitoba was the leader in agitating such.

In replying, Mr. Westaway stated that the question of reciprocity had been discussed at the convention of the Association for four years, and as yet no definite arrangements had been arrived at. He thought the time had come when the Dominion Council should form some plan by which all provinces could come together. He stated that Manitoba was willing to do its share when the time came.

Mr. Burbidge, in speaking for the province of Nova Scotia, stated that they were not in a position to consider reciprocity in diplomas at the present time. He stated that the reasons were purely practical. They controlled their own membership to-day, and had their affairs in their own hands. They had just enough graduates to fill requirements of the province, and were looking for a decade of progress, and there was a reluctance for commercial reasons to open the doors. Mr. Burbidge stated that he personally was an advocate of reciprocity in diplomas. They had founded a College of Pharmacy for the purpose of placing the province on the same footing as Ontario and Quebec and other provinces possessing a College of Pharmacy. They were willing to go as far as meeting the other two maritime provinces.

Mr. Hughes, in speaking for P.E.I., stated that the province of P.E.I. was favorable to reciprocity in diplomas, and were willing to interchange diplomas with any province who would do the same with them. Mr. Hughes suggested that to bring the matter to a practical issue, that a special committee be appointed consisting of one member from each province to report on some scheme to this meeting.

Mr. Hughes then moved, seconded by Mr. Jury, that a committee should be appointed consisting of one member from each province to consider the matter of reciprocity of diplomas and report at this meeting. Carried.

Mr. Graydon, of Edmonton, in reply to Mr. Nesbitt's contention that Ontario fell down in the matter of reciprocal relations between that province and Manitoba in 1892, stated that he presented his diploma to the Manitoba Pharmaceutical Association in about 1893 and that it would not be accepted by that Association until Mr. Graydon had taken the course of lectures and passed their examination.

Mr. Wm. Hawker, of St. John, stated that the Province of New Brunswick was quite favorable to reciprocity in diplomas, and that while he was in office in the province he was a champion and advocate of reciprocity. "It has always been a burning question with this Association. From the papers read and the discussion, the one thing that stands in the way is not so much the drug associations but the colleges. I feel this way, that in the Provinces of N. B. and P. E. I. we are in a position which none of the rest of you are. We have no colleges of pharmacy. We have no means of giving our assistants the advantages except so far as we can help them ourselves, and in a busy drug store the assistants do not have much time to study."

Mr. Taylor, for the Province of Saskatchewan, stated that the Province of Saskatchewan did not look upon the reciprocity of diplomas from their own standpoint, but from the standpoint of pharmacy in general in Canada. He stated that it did not take them long to decide that they would acknowledge the diploma of every province who would receive theirs. He pointed out that the Province of Saskatchewan did not expect to get as many advantages from the reciprocity of diplomas as they would give.

Mr. McKenzie, for the Province of B.C., stated that reciprocal relations existed between the Provinces of B.C. and Ontario for some time, but they had shut the doors.

Mr. Nelson, in further explaining the case of B. C., stated that peculiar conditions existed in that province, and that a good many of the members were strongly opposed to it.

After some further discussion the matter was left in the hands of the special committee appointed to report at this session of the Convention.

Mr. Watters then moved, seconded by Mr. Westaway, that the report on Pharmaceutical Education be adopted. Carried.

Mr. Hargreaves then moved, seconded by Mr. Nesbitt, that the meeting adjourn in order to allow the committees an opportunity to take up the matters laid before them.

Afternoon Session.

Convention re-assembled at 4 o'clock with Vice President Tremble in the chair. During this session the convention was favored with a visit from Mr. Knox.

In view of the fact that the committee appointed to confer with a committee from the Wholesale Druggists' Association were to meet at 8 o'clock in the evening, the committee asked for discussion and instructions from the convention as to what matters should be discussed. Mr.

Nelson presented some recommendations sent from Vancouver Retail Druggists' Association, and on motion of the Secretary, seconded by Mr. Albert, the suggestions were discussed clause by clause, which resulted in the following suggestions and recommendations being handed to the committee:

1. We recommend that the wholesale drug trade be asked to discontinue the policy of selling to general stores and grocers in towns and cities where a druggist or druggists conduct business, the so-called non-secret price-protected articles which the druggists feel belong exclusively to the retail drug trade of Canada.

2. We recommend that the wholesale drug trade and manufacturers be asked to discontinue selling to hospitals, medical institutions, etc., except through retail druggists.

3. That the Association is prepared to join with the wholesalers in an agreement for the exclusion from the trade of all proprietary goods which do not afford to both branches the full profit as decided upon as a legitimate remuneration for their service in distributing such goods, namely, a discount of 15 and 5 per cent. on jobber's quotation and a price of $2, $1 and $8 for the retailer.

4. That the wholesale druggists should eliminate entirely from their methods the sale of goods in retail quantities to any but legitimate retailers.

5. We recommend that the wholesalers be asked to fix a price of not more than 10 per cent. on the original price of containers when such are returned in otherwise good condition, and that in express packages, the packing and casing be as light as is practicable, to save express charges for express carrying.

In view of the suspicion that the wholesale trade supplies and backs aggressive cutters, we believe an undertaking should be entered into by the representatives of the wholesale trade that they will endeavor to demonstrate that such is not the case, and that they will make strenuous efforts to eliminate any such interference with the prosecution of sound, legitimate business methods.

In the absence of Mr. Fuller, the convenor of the Committee on the Progress of Pharmacy, Mr. Willis, of Quebec, read the report of that committee, which, on motion of Mr. Willis and seconded by Mr. Riecker, was received.

Mr. Nelson then requested that the committee on the Secretary's report meet at 9 on Thursday morning in the College.

Mr. Hargreaves then presented the report of the Formulary Committee, which, on motion of Mr. Hargreaves and seconded by Messrs. Case, Nesbitt and Albert, was received and adopted.

Mr. Watters then presented the report of the special committee appointed to consider the President's address, which, on motion of Mr. Watters, seconded by Mr. McKenzie, was received and adopted.

The Secretary then read a paper sent in by Mr. S. C. Cooper, of Lion's Head, Ont., on the "Effect of Local Option on the Drug Trade." On motion of Mr. Gibbard and seconded by Mr. Case this paper was received and ordered to be printed in the "Proceedings."

Mr. Gibbard then moved, seconded by Mr. Riecker, that all papers and reports presented be printed in the annual "Proceedings."

Mr. Hargreaves then moved, seconded by Mr. Case, that the meeting adjourn to meet at 9 a.m. on Thursday.

THURSDAY, FOURTH DAY

The meeting was called to order at 11 o'clock and welcomed Mr. D. W. Danner, of the Henry K. Wampole Co., Mr. Hobart, an old Kingston druggist, and Mr. H. W. Woodworth, of Sackville, N.B.

The report of the committee appointed to confer with a committee from the Canadian Wholesale Druggists' Association was presented by Mr. Nelson. This report caused considerable discussion, which was taken part in by Messrs. Nelson, Angwin, Watters, Hocker, Burbidge, Nesbitt, Brown, Willis, Westaway, etc., the contention of the speakers being that in reference to the sale of Na-Dru-Co preparations, it should be confined to druggists, and not sold to grocery stores in towns or cities where there was a druggist. Mr. Tinling on behalf of the National Drug Co. was not prepared to give any decided answer, yes or no. At the same time he claimed that the course taken by his company was in the interests of the retail druggists. As these goods were price-protected there could be no cutting, and objections to having them sold other than by retail druggists seemed unreasonable. Mr. Watters held that the attitude assumed by Mr. Tinling, which appeared to be a fixed conviction with him, was not in the interests of the retail druggist. Mr. Nesbitt (Manitoba) said that for his own part he would go on record and influence his Provincial Association also to go on record as concerning the course of the company in marketing their goods. Mr. Hawker (St. John, N.B.) and Mr. Burbidge (Halifax) said that the company was encroaching on the personality of the drug business and that they were taking a false course all the way through.

After some further discussion it was moved by Mr. Watters and seconded by Mr. Albert:

"In view of failure to reach an agreement with Mr. Tinling, General Manager of the National Drug & Chemical Co., Ltd., regarding the resolution of your Association requesting the management of that company to refuse to sell "Na-Dru-Co" preparations to any dealer except a registered druggist in places where a registered druggist is located, this Association allows itself on record that the best interests of Canadian pharmacy and sound legitimate merchandising demand that no line of goods not upholding this principle be endorsed by this Association, and that this be an instruction to our committee to demand from Mr. Tinling a definite reply regarding the policy herein propounded before the publication of the "Proceedings," and that such reply be published in the "Proceedings." Carried.

At the evening session Mr. Nelson introduced the notice of motion given by Mr. Knowlton at the Halifax meeting re the amending to the constitution and by-laws. The purport of this motion was to fix the election of officers in the power of the Association and not confine it to the executive officers, as provided for in the con-

stitution. On motion of Mr. Nelson, seconded by Mr. Case, the resolution as introduced was adopted.

It was decided to hold the next meeting in August, 1912, at Vancouver, B.C. Mr. Hargreaves presented Toronto's claim very strongly for the meeting, but, on being put to a vote, Vancouver was decided upon. The actual date of meeting was to be left in the hands of the Secretary.

The following officers were elected for the ensuing year:

President, Mr. Chas. Nelson, Vancouver, B.C.; Vice President, Mr. J. E. Tremble, Montreal (continued in office); Secretary, Mr. G. E. Gibbard, Toronto (continued in office).

Committee on Legislation.

Convenor, Mr. F. McKenzie, New Westminster, B.C.; A. S. Crease, Amherst, N.S.; E. C. Brown, St. John, N.B.; J. G. A. Filion, Montreal; A. J. Johnston, Sarnia, Ont.; R. T. Buchart, Minnedosa, Man.; R. B. Taylor, Melville, Sask.; G. H. Graydon, Edmonton, Alta.; G. E. Hughes, P. E. I.

Formulary Committee.

Convenor, John Hargreaves, Toronto; D. Q. Reagin, Charlottetown, P.E.I.; L. C. Gardiner, Yarmouth, N.S.; M. V. Paddock, St. John, N. B.; J. E. Morrison, Montreal; H. Lancetot, Montreal; F. W. Flett, Toronto; C. W. Campbell, Winnipeg; A. D. Ferguson, Wolseley, Sask.; D. W. McDonald, Edmonton, Alta.; R. K. Burns, Vancouver, B.C.

Committee on Progress of Pharmacy.

Convenor, R. C. Fuller, Amherst, N.S.; R. M. Johnson, Charlottetown, P.E.I.; C. F. Chestnut, Fredericton, N.B.; L. G. Ryan, Montreal; R. A. Harrison, Dunnville, Ont.; M. Westaway, Miami, Man.; R. Martin, Regina, Sask.; Miss Simpson, Innisfail; A. Archibald, Edmonton, Alta.; J. H. Emery, Victoria, B.C.

Committee on Pharmaceutical Education.

Convenor, Mr. Henry Watters, Ottawa; J. E. Gallant, Tignish; J. J. Turnbull, Sydney, N.S.; S. H. Hawker, St. John; E. Vadeboncoeur, Montreal; A. R. Leonard, Winnipeg; R. Porteous, Carlyle, Sask.; H. R. Gates, Red Deer, Alta.; E. S. Knowlton, Vancouver, B.C.

Committee on Commercial Interests.

Convenor, A. W. P. Gourlie, Summerside, P.E. I.; J. J. Kinley, Lunenburg, N.S.; S. Robertson, St. John; G. A. Burbidge, Halifax, N.S.; M. Albert, Montreal; J. H. H. Jury, Bowmanville; J. J. Browne, Winnipeg; W. Pennington, Moosomin, Man.; H. B. Monkman, Vegreville, Alta.

Finance Committee.

J. E. W. Lecours, Montreal; E. W. Case, Picton, Ont.; J. Hargreaves, Toronto.

Auditors.

G. M. Petrie, Toronto; I. Curry, Toronto.

The social part of the program was very enjoyable and great credit is due to the reception committee for the kind treatment extended to the visiting pharmacists. Votes of favor were tendered them for their services.

On Tuesday the members enjoyed a drive, and a trip down the Lachine Rapids tendered by the wholesale druggists of Montreal; on Wednesday a luncheon tendered by G. N. Sheppard, the Canadian representative of Colgate & Co., and in the evening of the same day a smoking concert at the Armouries, tendered by Chas. E. Frosst & Co. On Thursday the members enjoyed a drive as guests of Parke, Davis & Co.

Notwithstanding the tremendous downpour of rain, the members in attendance at the convention, to the number of about 100, visited Dominion Park on the evening of the 28th inst. Supper was partaken of on the verandah of the cafe facing the St. Lawrence, and subsequently all the places of amusement on the Island were visited, and even the climatic conditions did not prevent them having a jolly time.

A SOUND BASIS OF PROFIT.*

When Herbert Spencer gave to the world his profound reflections on "The Morals of Trade," and searching for some helpful amelioration of the deplorable commercial condition so graphically and forcefully depicted, he summed up his estimate of the probabilities of improvement, in what might almost be taken as a wail of despondency. The only remedy in sight he intelligently discerned, to be purified public opinion. He saw clearly that no speedy change could be wrought in the business ideals of the day, so long as the worship of mere material success was the dominant factor in trade. He was, however, too penetrating a student of the motives underlying human action and too scientific an observer of nature's method of securing superiority of type by slow adaptation to increasingly higher needs of the organism to despair of advancement on improved lines of so unlikely a subject of improvement as the trade interests of the world. He, therefore, consistently devoted his uncommon powers of analysis and synthesis to giving a scientific meaning to the seemingly trival affairs of life, and pointing out how human happiness might be immeasurably furthered. Now I have to confess that some such feeling as took hold of Herbert Spencer in contemplating the low standards of trade and the corresponding remote achievement of elevating them to a stage more conductive of general welfare and happiness presented itself to my mental vision as I approached a somewhat allied investigation. I was, however, greatly encouraged by the knowledge that the great exemplar I am following in an humble way would be the last man to shrink from any duty facing him, or to refuse to stretch out a helping hand or encouraging word to a fellow being struggling against the tryanny of events. I have no doubt that in some quarters the impulse will be to exclaim "Oh, what's the

*Paper read by Henry Watters, before the Canadian Pharmaceutical Association, August, 1911.

use," when the problems I propose to dwell on are made known. Well, all I can say is that we can make no material progress as an educative organization until we have at least added to the sum of correct knowledge on every point on which our fellow workers are in need of knowledge. I propose to deal with the question of profits or prices for the retail druggist, and to deal with the question absolutely from the view point of a retail druggist dwelling in contact with the problems discussed, and without any concern for the interested attitude of manufacturers, jobbers, or trade journals. If in the exemplification of the principles to be expounded some of these interests may be made to feel some resentment at the necessarily direct attack my duty imposes on me, my heartiest sympathy is extended to them, and I may add, I trust they may extract from our discussion hints helpful to their business management. It would seem at first blush that chemists familiar with the scientific law of constant proportions with all the ethical, commercial and sociological meaning that is locked up in it would be the first to grasp the reason for putting the question of prices and profits on a law based on scientific foundation. Quite the reverse is evidently the characteristic presented by the average druggist who has no conception of the relationship between cost price and selling price, or the difference between annual turnover and capital invested, or a comparison with the staple goods needed in the maintenance and sustenance of normal life. The first step in our investigation requires the determination of the annual cost of doing business which is placed for all classes of business at 25 per cent. Unless in very large enterprises, this percentage cost for the year's business is rather over than under the figure stated. Now, then, it should be manifest that every transaction of the pharmacist in common with every other dealer, towards the purchasing dealer must be charged with an expense of 25 per cent. before the dealer's profit on the transaction can be estimated. Let us take a few concrete cases to demonstrate how it works out in practice. We shall begin with a quite simple one and easily understood. Soaps in common with all toilet requisites have a logical place in the services of the pharmacist. The brand known as Baby's Own is sold everywhere for ten cents, and is advertised to be had in all drug stores. Apply your 25 per cent. charge to one dozen of it, $1.20, and the difference after cash discount is taken off shows a net loss of 5 per cent. and an actual loss to you of 30 per cent. when the cost of your services in helping the manufacturer to get his goods to the consumer is considered, and mark you when bought in the best quantity lot. Let us now turn to the Allenbury Foods. Take No. 1 or 2 large for simplicity of computation. These in normal conditions are intended to be sold at $1.00. Deduct 25 per cent. and you have left seventy-five cents. The price is $9.50 a dozen, so you can figure out how much profit you are making by acting as outlet for these goods. The agent for this line is the worst offender we have to consider in this discussion. He is himself a retail druggist, and should know and understand the true meaning and significance of my contention that every time we hand over an article controlled by him we acknowledge our servile relationship to the unsound condition he finds it profitable to perpetuate. Take Listerine or any other line controlled by this agency and verify the statement made and then ponder over its meaning to you and your brother druggist. One of the latest competitors for the services of the druggist to handle his goods without any reward but the distinction of being a volunteer benefactor of humanity, is the agent for the infant food "Glaxo." This individual took advantage of references to his specialty made at the Halifax convention to attempt to exploit the retail druggists, and attract them to his proposition. He makes the altogether erroneous statement that the retailer enjoys a profit of 40 per cent. in handling his goods. Now, what are the facts? We will take the 40c. size. He allows 25 per cent. of this retail price and 5 per cent. for 30 days settlement. Apply the cost of doing business 25 per cent., we have 30c. less 5 per cent., gives us 28½ cents, a profit of a cent and a half or about 5 per cent. on the investment which in 6 months may prove in place of a surplus, a tax on the year's business. I am bringing forward these illustrations of unsound business conditions for the reason that they are before your eyes every day, and their meaning and bearing on our discussion are too striking to be ignored. That there is need for the investigation on which we are engaged, finds abundant confirmation on all sides. We have only to read the pharmaceutical journals of the day to discover the unjustifiable and faulty economic doctrines expounded by these exponents of merchandising for the pharmacist. Take the July Bulletin of Pharmacy where the question of selling patent medicines at cut prices is discussed and the point attempted to be made that it costs a good deal less to sell these things than it does to dispense prescriptions, and in this way it pays to handle them. Now this is an absolutely erroneous, wrong and harmful judgment to persons who take these defective teachers as a guide in the conduct of their business. If the system of taxing the year's business with all the expense of management be sound, no single item of the year's business can escape the application of the principle. It is totally wrong and incon-

sistent to single out one article and try to demonstrate that because the stock of that article is turned over several times a year therefore the percentage profit is the sum of the several renewals of stock. If one sale is made at a loss no number of sales will show a profit for nothing multiplied indefinitely by nothing can ever change the value of the aggregate. Our reference to patent medicines naturally leads to a consideration of the ratio of wholesale to retail prices which the views we are emphasing indicate as the least we should stand for, and which is precisely the standard adopted by your association, to wit, two, four and eight dollars a dozen for the 25c., 50c. and $1 lines, with 5 per cent. cash discount so long as the feature of cash discount is the custom of trade in general. Any promoter of proprietary preparations who demands any other terms in excess of this standard should be allowed to find another outlet for his wares. We, of course, demand protection from piratical raids into our properly founded business regulations, but we demand protection along with a reasonable paying profit. I have said that in all my treatment of this subject I have only my retail confrere in view, and this statement must be accentuated by further announcement that it is my brother druggist whose business requirements are met by the dozen quantity in making his purchases. He is, in fact, the fundamental basis of all our computations for fair profits. How often we are told, when we protest against unduly high rates, that we can make all the profit we claim to require if we will buy a sufficiently large quantity. Now, gentlemen, it becomes our duty to nail this unreasonable and unjust attitude towards economic principles with unsparing condemnation. It should be said that these wrongly principled persons couple this provision with the suggestion that in this way we are enabled to meet the unfair cut rate tactics, and it is just here that the economic fallacy of their schemes should be exposed. We invest funds in merchandise for the pecuniary return expected, and we add to our purchases in increased quantities not to undersell our competitors, but to increase capital and enjoy the solid reward associated with it. I have not yet touched the fundamental principles underlying all problems of political economy, and in disposing of this aspect of the subject I cannot find anything better suited to my purpose than the comments of Professor Marshal, whose economics of industry furnish us with a guide at once sound and illuminating. In speaking of profits on merchandising, he says that it is obvious that wholesale dealers who buy and sell large quantities of produce in single transactions, and who are able to turn over their capital very rapidly, may make large fortunes, though their average profits on the turnover are less than one per cent, whereas a shipbuilder who has to put labor and material into the ship, and to provide a berth for it, a long time before it is ready for sale, and who has to take care for every detail connected with it, must add a very high percentage to his direct and indirect outlay in order to remunerate him for his labor and the locking up of his capital. Again he says a profit on the turnover of nearly one hundred per cent. is required to remunerate the retailer of some kinds of fancy goods which can be sold but slowly, of which large and varied stocks must be kept and which change of fashion may render unsaleable except at a loss; and even this high rate is often exceeded in the case of fish, fruit, flowers and vegetables. The point in all this for us to take to heart is the unstaple, capricious character of much we are required to invest money in to meet the problematical demands of the purchasing public, and which should hence carry a correspondingly adequate profit. Fellow workers I earnestly hope these rather diffuse comments on important aspects of our occupation may be the means of leading you to a command of your business management that will afford you the greatest amount of satisfaction. The problems opened to our view along the road we have been travelling invite a much more exhaustive treatment than I had allotted to myself in this undertaking. I trust these problems may have further research expended on them, and that higher ideals of business may emerge from their consideration and discussion. There is a practical application of speculations which I should like to impress on your thoughts and help to make a guide in your business conduct. It is to pursue the investigation we started with until you have reached sound economic foundations for every transaction you are called to participate in and have courage to believe it must win out even though at times lower standards appear to have the advantage. All of which is respectfully submitted.

OFF FOR THE WEST.

"Mr. George E. Peene, representing Buntin, Gillies & Co., Ltd., Hamilton, recently left for Western Canada on his usual business trip in the interests of his firm. He takes with him a full range of samples of stationers' supplies."

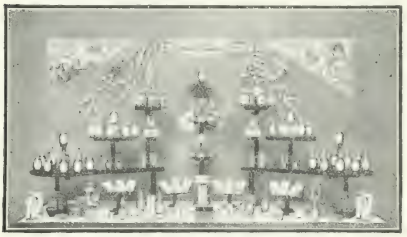
KENT-M'CLAIN AGAIN.

Mr. W. H. Lattimer, of Belleville, has equipped his store with a magnificent line of cases, including the "Eclipse" all glass and the "Trianon" British plate throughout of course. Kent-McClain (Toronto Show Case Co.) hold to their policy the best in everything.

WOOD WINDOW FIXTURES FOR THE DRUG STORE.

It is a generally recognized fact that the show window is one of the best possible means of advertising that the druggist can have, while at the same time an ill-kept and poorly dressed window is so often an indication of the careless and unmethodical business man that customers "fight shy" of his premises.

Our readers will have noticed in our pages an advertisement of the Oscar-Onken Co., of Cincinati, Ohio, who make a specialty of wood window fixtures, and who are offering to the trade a set of fixtures from which five hundred window trims can be made.



ORIGINAL WINDOW TRIM NO. 16.

In making this window display the units of YOUNITS are used out of the [illegible] Window Fixtures. YOUNITS stands for Units and Counter in framing the [illegible] Windows of modern style and besides forming [illegible] this display [illegible] This [illegible] is a very [illegible] and when [illegible] finish.



ORIGINAL WINDOW TRIM NO. [illegible]

In this [illegible] YOUNITS are [illegible] The [illegible] is made [illegible] and [illegible] high. The [illegible] YOUNITS [illegible] and [illegible] YOUNITS [illegible] and are also furnished [illegible] YOUNITS

The great difficulty with the window dresser is to create new and unique arrangements that will attract the passer-by, and not only the one display but continued variety of displays. This is where the Oscar Onken Fixtures prove so valuable and meet the requirements of the up-to-date window trimmer.

The ONKEN Wood Window Fixture YOUNITS permit [illegible] changes, overcome [illegible] and are capable of so many different designs that a complete set of them will not only make effective window displays, but will also furnish display fittings for inside store use at the same time.

They are made of hard oak of mission design and mission finish, which gives tone and character to the whole display. All the parts are interchangeable [illegible] to expand or contract as taste and circumstances demand. There is no limit to the variety of trims with these fixtures, and no limit to the possibilities.

Being made altogether of wood they do not tarnish, rust nor scratch, and when put together are absolutely rigid, strong, sure and practical. All manner of designs can be made with them,



ORIGINAL WINDOW TRIM NO. [illegible]

[illegible] which is made [illegible] and [illegible] goods [illegible] with [illegible] YOUNITS [illegible] This [illegible] is a [illegible] of [illegible] YOUNITS [illegible]

[illegible] can be put up in a [illegible] and [illegible] finish [illegible] which can be made with wood.



ORIGINAL WINDOW TRIM NO. [illegible]

[illegible] YOUNITS [illegible] YOUNITS [illegible] and hundreds of new shapes and effects which can be put together by the most inexperienced hand. The accompanying cuts show some of the window designs for drug stores which have been made with these fixtures, and Design Book No. 5, showing thirty-eight original trims in drug, stationery and cigar windows made with the ONKEN Wood Window Fixture YOUNITS, will be furnished with each order for a set of fixtures.

We strongly advise our readers to get in touch with this firm who can put them in the way of making additional money through attractive window displays.

FOR THE STATIONERY DEPARTMENT.

We desire particularly to call the attention of our readers to the advertisement of the Copp, Clark Co., Ltd., Toronto, which appears elsewhere in this issue. The firm at this time are calling special attention to their new designs of scribblers and exercise books, as well as all school requisites and supplies. Specialties which are worthy of attention at this time are the "Brandile" expanding files for office use. These are made in quarto size to take papers 11 by 9 inches, and are sold at $6.50 and $7.20 per dozen.

The Photo Mailer is a specialty which has a large sale in many places, and this is claimed to be the lightest and most convenient envelope made for the purpose of mailing photos, made in ten sizes. "Fixol" and "Stickphast" are two good pastes which are of standard reputation and are ready sellers. The "Photo Stickphast," especially adapted for photo mounting, etc., is put up in two sizes, four and twelve ounces each. This paste is absolutely smooth and free from lumps, and guaranteed not to cockle the print.

THE L. E. B. CLIP.

The "L. E. B." Binder Clip shown above is sold to the trade by Buntin, Gillies & Co., Limited, Hamilton. This is an invention that revolutionizes this style of clip. After the Binder Clip is applied, the arms may be reversed and snapped



against the documents or papers, and thus kept out of the way. The cut is full size, and the clip will hold from two to several hundred letters or memoranda, and forms a complete book, the pages of which may be easily opened and turned. When one arm is reversed against the papers, the other forms a good hook or hanger. Write for prices.

MAJOR CEMENTS.

Probably there is no more widely known and better liked preparations of the kind than the cements manufactured by the Major Mfg. Co., of New York, established in 1876, which have obtained a reputation which guarantees a large sale, and druggists should never be without a stock of these goods.

They manufacture not only Major's Cement, (for china, etc.,) but also a leather cement and a rubber cement, all of which are popular goods and sell well.



Miss Lillian D. Major

We have pleasure in giving a portrait of Miss Lillian D. Major, who has shown rare business ability in the management of the business during the continued absence of her father owing to illness. Miss Major is a graduate of Smith's College, and has proved an excellent head of the firm. Together with her mother, they have recently taken a trip from Buffalo through to Victoria, B.C., stopping at several points of interest during the trip and returning by the C.P.R.

KENT-M'CLAIN AGAIN.

There is no doubt that the all glass construction case, when properly constructed, is the case. Kent-McClain's "Eclipse" style was the choice of Mr. Percy Dwyer, of St. Catharines, for his recent store improvements.

Consider the silent man and the reputation he has for being wise.

IT WILL PAY YOU TO STOCK

SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS



Your Jobber can supply. May we send our Illustrated Export Price List. (IN PACKETS)
Write Spratt's Patent Ltd., London, Eng. Canadian Branch: 13 St Therese Street, St Gabriel's, Montreal

FOOT POWDERS.

The powders may be divided into three groups:

1. Those which are soluble in water, and therefore equally soluble in the sweat of the feet. Boric acid is soluble in water and sweat, and is useful in cases in which there is excessive sweating, with or without a bad odor.

2. Powders which are insoluble in fluid or in sweat, of which starch powder or oxide of zinc powder is a type.

3. Mixed powder partly soluble and partly insoluble. For men who have much walking to do the mixed powder is the best.

Salicylic acid (very finely powd.).....1 dr.
Boric acid (finely powdered)..... .....1 oz.
French chalk (carefully prepared) to 4 ozs.

This is used in European armies for the prevention of tender sore feet.

Another worth noting is:

Salicylic acid..... ....1 dr.
Oleate of Zinc (powdered)..... .....1 oz.
Talc or French chalk to..... ....4 ozs.

This makes a soapy-like powder exceedingly pleasant to the skin. Part of the boracic acid in the first prescription would be soluble in sweat. The chalk and oleate of zinc are not soluble, and would render the skin soft and comfortable, and remove the heat and redness.—The Hospital.

KENT-M'CLAIN AGAIN.

Mr. R. Martineau, of Mt. Royal Ave., Montreal, in making additions to his store has adopted the all glass construction, "Eclipse" style, made by Kent-McClain, Limited (Toronto Show Case Co.)

FOR SALE.

Hygienic Rubber Goods of description supplied by the importer. F. K. Bayer, Folis Block, Burrows Avenue, Winnipeg. Price list post free on application.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

REPRESENTATIVE WANTED.

A prominent British firm of Metal and General Merchants and Agents are about to open a branch office in Montreal or Toronto, and invite applications from those qualified to take charge. A young man with good connections is desired. One of the principals intend to visit Canada shortly to interview applicants. Meantime please write in confidence, stating age, salary required, and full particulars of experience to "L. M. T.," care Davies & Co., Advertising Agents, Finch Lane, London, England.

SITUATION WANTED.

Lady with year and a half experience in drug store wishes a position in Alberta or Saskatchewan. Best of references. Apply box L., Canadian Druggist, Toronto, Ontario.

SITUATIONS VACANT.

WANTED.

A Canadian Graduate of Pharmacy to call upon physicians throughout Canada with a leading line of pharmaceutical specialties. Apply A. E. H., P.O. Box 1120, New York City.

Drug business in Southern Sask. All English speaking people. Stock, $3,000, Turnover, $10,000, increasing. No opposition. Doctor and Veterinary. Will sell store on monthly payment. Residence over store.

Box 22, Canadian Druggist, Toronto.

Salesman wanted to carry as a side line a legitimate and good selling article. Good commission. See advertisement, page 167 this issue. The Oscar Onken Co., Cincinnati, Ohio.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualification, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1000 to $5000, also know of a number of good openings for Doctors to handle drug store and practice combined.

WRITE US

DRUG REPORT.

Toronto, August 29, 1911.

Business during the past month has been particularly active for this season of the year.

Patent Salad Oil is easier.

Otto of Rose is about three times the usual price and the tendency is for still higher prices.

Oil of Peppermint—higher prices are looked for.

Beeswax, Canadian, pure, is very scarce and will likely be high.

Opium has been steadily advancing for some time. The advance in price is caused to a certain degree by speculation, but the crop conditions are very poor. It is worth to-day in New York in case lots of 200 lbs. to lay down between $7.50 and $8.00, and will likely be higher. Morphine and codeine necessarily command higher prices accordingly, and will likely go higher still.

Mercurials are higher.

Ergot is very high, and consequently the manufacturers have advanced the price of Fluid Extracts.

Carbolic Acid is very firm at advanced price.

A.	Morphia Meconate	oz.	5.10
A.	" Muriate	oz.	4.25
A.	" Phthalate	oz.	8.40
A.	" Sulphate	oz.	4.35
A.	" Tartrate	oz.	4.75
A.	" Valerianate	oz.	5.80
D.	Oil Salad Patent	gall.	4.15
A.	" Rose, Virgin in ¼ths	ea.	2.30
A.	" " No. 2 in ¼ths	ea.	2.00
A.	Opium	lb.	8.50
A.	" Powder	oz.	.65
A.	Soda Succinate	oz.	.40
A.	Tannopine	oz.	4.65
A.	Beeswax, Yellow	lb.	.50
A.	Benzoinol	lb.	1.50
A.	Codeia Crystals	oz.	6.00
A.	" Citrate, ½ oz.	ea.	.90
A.	" Hydrochlor., ½ oz.	ea.	.90
A.	" Phosphate, ½ oz.	ea.	.75
A.	" Salicylate, ½ oz.	ea.	.75
A.	Curd Soap	lb.	.35
A.	Heroin, 15 gr. tubes	ea.	.55
A.	" Hydrochlor., 15 gr. tubes	ea.	.55
D.	Lecethin, 60 gr. tube	ea.	.50
D.	Lithia Citrate	oz.	.15
D.	" Salicylate	oz.	.20
D.	Magnesia Carb. Ponderosa	lb.	.35
D.	" Powder	oz.	.25
A.	Morphia Alkaloid	oz.	4.25
A.	" Acetate	oz.	3.95
A.	" Bromide	oz.	4.75
A.	" Hydrobromate	oz.	5.50

KENT M'CLAIN AGAIN.

When Mr. W. M. Ivel, Victoria, B.C., put in his new line of cases he selected all "Roman"; that is the all glass construction with White Italian Marble Base made by Kent-McClain, Limited, (Toronto Show Case Co.)

PALATABLE LAXATIVE.

Dr. L. F. Cummings, Hopkinton, Iowa, sends the following formula for a laxative to the Journal American Medical Association:

Phenolphthalein..... ....128 grains.
Salicylic acid..... .... 10 grains.
Syrup of acacia..... ... .ad 1 pint.
Baker's chocolate... .... 1 ounce.

Melt the chocolate by aid of heat, mix with the syrup of acacia, then add the salicylic acid and phenolphthalein and mix thoroughly. Dispense with "shake label." Dose: 1 to 3 teaspoonfuls. Each fluid dram contains about 1-15 grain (.004 gm.) salicylic acid and 1 grain (.06 gm.) phenolphthalein.

KENT M'CLAIN AGAIN.

The St. Denis Pharmacy, of Montreal, has installed an equipment of show cases made in quarter cut oak by Kent-McClain (Toronto Show Case Co.) It includes, of course, a "Trianon," the combination counter, stock cabinet, and display case.

It's very easy to make a good resolution and much easier to break it.

Accuracy and Promptness

is assured when

Michigan Optical Company, Limited

does your Prescription Work

We solicit one of your unusual Prescriptions for a trial to demonstrate our service. We have the best equipped plant in Canada and invite the test.

20 Adelaide Street West

Toronto, Canada

You are cordially invited to make our office your headquarters when in the city during the Fair.

CANADA MONTHLY.

The Money-Mad Farming Campaign continues in the August number of Canada Monthly (formerly Canada West), the leading article by Rex Croasdell, dealing with this theme, and advocating the adoption of mixed farming instead of continual wheat cropping, which the author says depletes the soil and reduces its fertility. The magazine has for some time carried on a campaign along this line, and announces editorially that it will continue to do so for an indefinite time.

"The Half-Caste" is a tale of Japanese life, by Hilda Virginia Jones, and deals with the race problem in Japan; William Dunseith Eaton, in "The White Crows," claims to prove that there are genuine cases of prophesy fulfilled. Ellis Parker Butler tells about "Putting One Over on Abram" in his usual nonsensical style, with illustrations by Peter Newell. Mrs. Schaeffer, the famous woman explorer of the Canadian Rockies, narrates some of her experiences in mountain-climbing and exploring. Mary Wheelwright explains how a red-headed girl proved she was not afraid of cows; and in "Salt" Narcisse de Polen tells a tale of the Red Sea and an opium eater. "The Scarlet Strand" is continued, and there is other fiction, verse and articles. The illustrations are by Frederic M. Grant, Percy E. Anderson, M.B. Aleshire and others, the cover a photograph of a bucking horse just getting ready to pitch.

KENT M'CLAIN AGAIN.

The quarter cut oak fixtures for the newly opened drug store in Brantford are by Kent-McClain, Limited, (Toronto Show Case Co.) The proprietors, Messrs. Buller Bros., are to be congratulated on a fine store.

TO PRESERVE EGGS.

A thick paste made of from 2 to 5 parts of casein and 1 to 14 parts of water is mixed with from 2 to 7 parts of ammonia water and a few drops of a solution of salicylic acid, potassium permanganate or some other preservative. For use the paste is considerably diluted. The eggs are allowed to remain for some time in the liquid, becoming gradually covered with a film impenetrable by the air. When the eggs are to be used this film may be removed by washing with 3 to 5 per cent. of ammonia water. So says M. Landsberg, of Nyborg, writing in the Moniteur Scientifique.

The Canadian Druggist.

Vol. xxiii. TORONTO, CANADA, OCTOBER, 1911 No. 10

EXAMINE then JUDGE a

" PULVERETTE "

The All British Patent **POWDER PILLS**



Before After

- ¶ Superior to pills and compressed tablets.
- ¶ Supersede American made Powder Pills.
- ¶ Will not crack or discolor when kept.
- ¶ Process of manufacture is simple, quick and accurate.
- ¶ Drugs do not deteriorate during manipulation.
- ¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in **PULVERETTES.**

Canadian Depot:

T. H. McTAVISH & CO., 723 Yonge St., Toronto

Samples and Quotations:

OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

THE C. P. A. MEETING.

In our last issue, which was delayed some days for the purpose, we were enabled to give a report of the proceedings of the Canadian Pharmaceutical Association's annual meeting at Montreal. The meeting, taking it all through, was a very successful one, and although the absence of some of the appointed delegates rendered the representation smaller than it should have been from some of the provinces, yet the enthusiasm which existed and the actual work done was an evidence of the interest taken in the Association by pharmacists at large in the Dominion.

The papers read were all of a practical character dealing with subjects of real interest to the trade. That of Mr. Watters on "A Sound Basis of Profit," which we gave in full in our last issue, dealt very fully with the matter of profits which should be secured by the retail druggist, not only in the sale of drugs and the dispensing of prescriptions, but also in the sale of toilet goods and patent medicines.

Our readers have doubtless read this article carefully and formed their own conclusions on it, and we believe that they will not be very far from those which have been arrived at by the writer in his excellent paper.

Mr. E. Nesbitt, Winnipeg, Man., gave a paper on "Reciprocity in Diplomas," which we reproduce in this issue. He dealt with it from every stand-point and in a way which shows a careful study of the whole question.

It is very much to be regretted that there does not already exist a reciprocity in Diplomas between the various Provinces of the Dominion, this condition of affairs being due, it would appear in some quarters, to a jealous regard for the commercial interests of those in the province, rather than a desire for the elevation of pharmacy upon a common basis with a standard as high as now maintained by any pharmaceutical body in Canada, and the graduates to have the privilege of practising their profession anywhere throughout the Dominion.

Provincialism and local feeling in a matter of this kind should be entirely obliterated, and the

common good only, not alone for the pharmacist of the present, but also for the student who is to be the pharmacist of the future, as well as that of the public who are to be catered to by them, should be the first consideration of all pharmaceutical governing bodies, and we look for this happy consummation in the very near future.

The establishment of the C.P.A. has been the first step in that direction. Now we must have a recognized standard for all the provinces, and following that, reciprocity in diplomas.

Mr. J. H. Angwin, Halifax, N.S., in a short paper dealt with the subject of "Druggists' Hours," contrasting the case of the pharmacist with that of other professional men, dentists, doctors, lawyers, etc., and showed that the druggist is worse off than any of these, and also than the ordinary merchant, and he blames the pharmacists themselves in a large measure for their long hours. This paper also appears in this issue of the "Druggist."

"Two Important Suggestions" is the title of a paper by Mr. Joseph H. Emory, Victoria, B.C., the first one being in reference to the sale of habit-forming drugs, which the writer claimed should be controlled entirely by the Dominion Government, who should be the manufacturers, as well as the vendors of cocaine and morphine, together with their derivatives, a condition which we are afraid will never exist in this country at least. That the manufacture and sale of these drugs could be controlled in the same way that the manufacture and sale of alcohol and its preparations are, is, we believe, a more reasonable suggestion than to trust the government with its manufacture, etc. The other suggestion brought out was something in the nature of a combination amongst druggists, to fix on regular prices to be charged by the trade generally, and the submitting of "a line of preparations for which there shall be once price throughout Canada from coast to coast."

We now have several manufacturers putting up "lines of preparations for which there shall be one price," and these seem to have taken well with the drug trade, and why should there be others merely to supplant these lines? Is it the idea of the writer that the Association should go into the patent medicine business as manufacturers of such a "line."

"The same kind of talk will not find its mark in the mind of every customer. You must adapt yourself to your man; and to do that you must know human nature.

PROFIT IN SELLING SPONGES.

Many druggists counted that "there is no money made on sponges," and this can be accepted as a fact in a large number of instances.

The fault, however, is not so much in the goods as in the neglect to display them properly and to give the same attention to their sale as is given to other lines of sundries.

System should prevail everywhere in the drug store and if each particular line of goods receives proper attention and thought as to how best to increase its sale, the results would, we believe, be more satisfactory.

An exchange gives an instance of a dealer who disposes of a case of sponges every week, the secret of success being the systematic plan adopted in furthering the sale, which is as follows:

When a shipment is received the box is opened, placed in a conspicuous position on the floor, and the sponges sell themselves, each size being tagged with a prominent price ticket.

Each box of sponges contains an assortment as follows:

20 sponges to sell at 10 cents each.
18 sponges to sell at 15 cents each.
10 sponges to sell at 25 cents each.
8 sponges to sell at 35 cents each.

The box of sponges sells for a total of $8.30 and the cost per box is $4.50, leaving a gross profit of $3.80 on every box.

The same plan can be adopted in higher priced sponges, and results will be equal satisfactory.

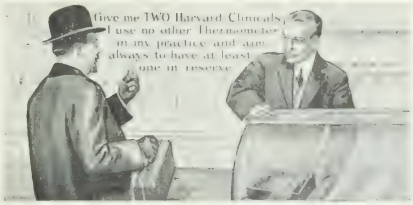
BRITISH PHARMACOPOEIA REVISION.

We are in receipt of the second, third and supplimentary reports of the Committee of Reference in Pharmacy to the Pharmacopoeia Committee of the General Medical Council.

These reports bring the work of the committee up to date of July 31st, 1911, and embody the results of the work accomplished by this committee from November 18th, 1908, and a fair idea may be had from these reports of changes to be made in the next Pharmacopoeia, which it is expected will be published some time during 1912.

Although the British Pharmacopoeia is published under the direction of the General Medical Council yet the Committee of Reference in Pharmacy which is directly responsible for it has in this instance, at least, shown a desire to co-operate with representatives of Pharmacy in making the work as complete and reliable as possible.

The reports before us are valuable as an index to what is to come when the work itself is published



HARVARD Clinicals

Insure "Repeat" Orders

All Clinical Thermometers are inherently fragile instruments, and are frequently subject to unavoidable breakage—even in the hands of experts. Certain physicians have told us recently that they break as many as a dozen thermometers in a year.

Think of the possibilities open to you for business, Mr. Dealer, if you carry a line of Clinicals that will command "repeat" orders.

HARVARD CLINICALS we know will do this, because they will please your customers even to the most exacting physician.

'Tis not guess-work with us. They have pleased just such customers for many years.

They are accurate, reliable and dependable. We guarantee them to remain so while unbroken.

We are talking Clinicals to the physicians also. Be prepared to meet their increased demands.

Lay the foundation to-day for a bigger business, by writing for our **Pyretometer Catalog P 11.**

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Instrument Makers BOSTON, U. S. A.

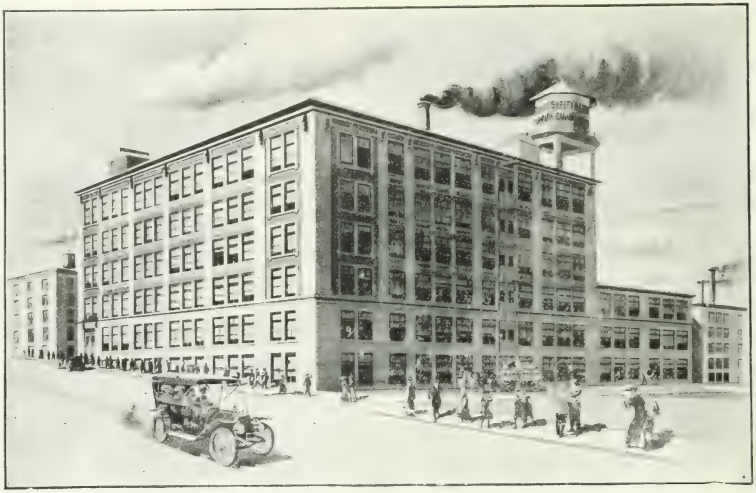
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S.E.C. No. 73 "Frosst" Blaud & Quinine Compound.
S.E.C. No. 74 "Frosst" Blaud, Nux Vomica & Quinine.
S.E.C. No. 75 "Frosst" Blaud & Strychnine.

Five new capsules, manufactured with the same care of detail which characterizes the products of "Frosst."

Physicians appreciate the fact that Frosst's Capsules contain true Ferrous Carbonate in a fresh condition.

Charles E. Frosst & Co. *Montreal*



The New Canadian Home of the GILLETTE SAFETY RAZOR

In reproducing here the architect's drawing of our new factory, now being erected, we wish to thank you and the whole of the trade for the enthusiastic co-operation which has made this building necessary and possible.

While we have unlimited faith in the GILLETTE Safety Razor, and some confidence in our ability to make it right and push it vigorously, at the same time we realize that the success of the GILLETTE depends on your good-will.

Our confidence in the future of the GILLETTE Safety Razor is shown by our investment of between two and three hundred thousand dollars in this five-storey factory building. It is being constructed entirely of re-inforced concrete, and will be 105 feet in frontage by 78 feet deep, with light on four sides.

One reason why we tell you this just now is that we expect to move into the new building in November. That will mean partial shutting down for a few days at the very busiest season. We are working as hard as we can now to get you stocked up for the Christmas rush before moving, and we want you to help us.

Please figure out, as soon as you possibly can, what you will need for the busiest Christmas season yet, and send along your order EARLY. Even if you do not want delivery for a month or six weeks, let us book the order now and plan accordingly. That will give us a chance to get you supplied, and save you from any inconvenience owing to our enforced shut-down. We will appreciate this very much.

The Gillette Safety Razor Co. of Canada, Limited

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KNOWN THE WORLD OVER

PHARMACY IN GREAT BRITAIN

The Drought and the Strikes—Dr. Wiley's Popularity Death of Prof. Ladenburg—British Association Annual Meeting—Next Issue of Pharmacopoeia—Government Aid for Agricultural Research.

(From our London Correspondent.)

Since I last wrote, the talk of town, pharmaceutically and otherwise, has centred upon two things the drought and the strikes. Both have had a by no means unimportant effect on the practice of pharmacy. The absence of rain for about two months all over the country has been almost disastrous for many medicinal herbs in daily use in the drug store. Senega, golden seal, dandelion and belladonna have advanced in price and there are indications that further advances may be expected shortly. Ergot of rye, the fungoid growth of which is specially fostered by a damp season, is naturally very scarce and the price is abnormally high. The yield of chamomiles has been materially reduced and the price in the producing quarter has almost doubled during the last week or two. English oil of peppermint is expected to be of good quality, but the yield will be limited and the price consequently higher.

The railway strikes also have had some bearing on those whose duty it is to supply the public with medicine. Very serious alarm was caused amongst pharmacists, but, fortunately, the strikers had the good sense not to interfere with vans laden with drugs and chemicals. The unprecedented sight was witnessed in London of wholesale druggists' vans delivering their goods with such inscriptions on the vans as "Medicines for hospital use only," "Medical stores" and marked with a big red cross so that the other strikers would not attempt to interfere with them. One result of the strikes will be an increase in the freight charges for imported drugs, and it is probable that in view of the increased dock and carriage charges, the drug shipments will be sent to ports in the country where the charges are not so high.

* * * * *

A new patent medicine stamp has recently been issued by the Somerset House authorities. The new stamp differs from the old design in that the authorities have attempted to emphasize the absence of Government guarantee. It may be recalled that complaint has been made in the past that certain manufacturers used the old design in such a way as to imply Government guarantee; but the new design should remove any suggestion that the medicine is in any way issued under official auspices.

Pharmacists here are following with great interest the agitation which has been going on in the United States in regard to the attempt to damage the reputation of Dr. Harvey Wiley, Chief of the Bureau of Chemistry of the Department of Agriculture of the United States Government. Dr. Wiley is well known in London, and was over here only last year. He is much respected as an administrator of the stringent new regulations recently introduced into America. Simply because Dr. Wiley chose to engage the services of a distinguished pharmacognosist as an expert witness for the Government without strictly following the rules of the Department, it seems that the opposition of certain officials was aroused, and an attempt was made to get Dr. Wiley and some of his principal assistants removed from their positions. We are not surprised to find that almost every paper which has taken up the matter is supporting Dr. Wiley. At the time of writing, the decision of President Taft is not to hand, but a good deal of surprise would be occasioned if the result were in any way adverse to Dr. Wiley.

* * * * *

The death of Dr. Albert Ladenburg, for many years Professor of Chemistry in the University of Breslau, removes a name from the roll of Honorary Members of the Pharmaceutical Society of Great Britain. He was awarded the Hanbury Gold Medal in recognition of his valuable researches on the chemistry of drugs. Dr. Ladenburg's publications were mainly on synthetic substances. He was also the editor of a German dictionary consisting of more than a dozen volumes and dealing with inorganic and organic chemistry. His death is much regretted in this country.

* * * * *

The British Association for the Advancement of Science held its annual meeting at Portsmouth during the week commencing on August 30. Sir William Ramsay, K.C.B., F.R.S., gave his presidential address, in the course of which he had a great many things of interest to say to the chemical world. Referring to the question of radium and radioactivity, Sir William Ramsay said there could be no doubt that radium fits the periodic table, with an atomic weight of 226.5.

It is an undoubted element, though a very curious one, for it is unstable, while stability was believed to be the essential characteristic of an element. He showed what happens during the disintegration of radium, passing from radium A to radium F, the latter now known as "polonium," this in its turn being partly changed into an "unknown metal, supposed to be possibly lead." From these facts the President deduces the descent of some of the elements, and a correct solution of some of the problems involved would in a great measure clear up the mystery of the irregularities in the periodic table, and throw further light upon allotropy. The enormous energy stored up in radium is well known, and a picturesque idea of this is given in the following words :—"Suppose that the energy in a ton of radium could be utilized in thirty years, instead of being evolved at its invariable slow rate of 1,760 years for half-disintegration, it would suffice to propel a ship of 15,000 tons, with engines of 15,000 horse power, at the rate of 15 knots an hour, for thirty years. . . . To do this actually requires a million and a half tons of coal." Reference is made to the action of niton (a name proposed for the emanation) on salts of copper, indicating that the metal copper is partly converted into lithium, and further that thorium, zirconium, titanium, and silicon are degraded into carbon. Sir William's estimate of the supply of radium, which is at present certainly very limited, is that it is never likely to exceed half an ounce a year.

* * * * *

The Pharmacopoeia Committee of the General Medical Council has published a third report containing suggestions formulated by the Committee of Reference in Pharmacy for publication in the next issue of the Pharmacopoeia. This report completes the series of communications from the pharmacists, and the next step will be the preparation of a draft text for the consideration of the Medical Council's Committee. It is understood that publication of a new pharmacopoeia is not expected for three years.

* * * * *

Government Aid is to be given to agricultural research, according to an announcement made by the Board of Agriculture and Fisheries. The Treasury has sanctioned the allocation of a large sum of money to provide for a system of agricultural research which will secure for each group of the problems affecting rural industry a share of attention proportional to its economic importance, the concentration of the scientific work on each group at one institution or at institutions working in combination ; grants for special investigations for which special provisions may not be made ; and the grant of scholarships to induce more qualified men to take up the research work. Pharmacists are greatly interested in this question of botanical research, and the National grant is warmly welcomed. The study of plant physiology and the treatment of plant disease should now be placed on a proper footing.

PHARMACEUTICAL CHEMISTRY IN ITALY.

From a Correspondent.

Rome, 2nd September, 1911.

The pharmaceutical industry of Italy has made great progress during the last decade, more so, perhaps, excepting electro-chemistry, than any other branch. Exports are now valued at about 10,000,000 lire, and are constantly increasing, whereas about twenty years ago their value was only 1,000,000 lire. The production of mannite is 50,000 quintaux (600,000 lire) per year (it is largely exported) ; lactose, 3,000 to 4,000 quintaux ; lactic acid, lactates, mercury salts, especially sublimate and calomel, 1,110 quintaux (586,000 lire) in total ; bismuth salts 4,000 kilogrammes ; organic and inorganic salts of iron, quinine salts, organic and inorganic iodides and bromides (1,000,000 lire) ; tartrates, citrates, magnesia salts, magnesia calcined on a large scale, and extensively exported, alkaloid salts, sparteine, chloroform on a large scale, sulphuric ether, fruit ethers, lecithin, pepsin, pancreatin, special medicinal preparations, etc., etc. To this long enumeration must be added the galenical preparations, distilled water, plant extracts, oils, etc. The Italian industry rivals the most advanced foreign competitors, and in many respects ranks first. The fiscal laws and custom house regulations until recently have been averse to the growth and prosperity of that branch of chemistry relating to plant extracts, because of the use of solvents, ethyl alcohol, ether, and petroleum ethers.

In spite of this the industry has grown, and actually atropin, digitalin, pelletierin, and sparteine are produced, to extract which expensive solvents are not needed. The Italian production of synthetic preparations for medical purposes is now being successfully introduced—e.g. almateine, nervalteine, 'odoguajacolo, aspyrochil,neoformia, eucolo, etc.

It takes but a little weight to turn the scale. Sometime a little knowledge on some certain point which is not understood by the other man will result in a sale which otherwise would be lost.

WALPOLE

Hot Water Bottle

—AND—

Combination Fountain Syringe

FUSIBLE CORE PROCESS

Patented



If you are not already carrying the

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order of your Jobber at once.

Our strict price maintenance affords a good profit and protects you from being undersold.

WALPOLE RUBBER COM'Y, Limited

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FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

'TABLOID' BRAND
'KEPLER' BRAND
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Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums

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QUOTATIONS GIVEN FOR ANY QUANTITY

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IN THE PRESS. READY SHORTLY.

THE SECOND

British Pharmaceutical Codex

The publication of this Edition may be expected at an early date, probably in October.

The work will contain specially-prepared descriptions of

ALL DRUGS AND MEDICINES IN COMMON USE

throughout the British Empire and the United States of America, with Chemical, Pharmacological, Prescribing and Dispensing Notes, and an extensive Formulary of Galenical Preparations which are not official in the British and United States Pharmacopœias. The monographs are arranged so as to show at a glance any particular information that a prescriber or dispenser may require, and at the end of each monograph are given such particulars regarding the recognized preparations of the drug as a prescriber usually requires, so that he will be saved the trouble of frequent reference to the index.

THE B. P. C. FORMULARY,

which will constitute the second part of the book, contains all the special Codex formulæ with working directions, and with all quantities given in both centesimal proportions and British weights and measures. It is worthy of note that all the B. P. C. preparations have now been made and thoroughly tested before inclusion in the work. An entirely novel feature of the new Codex is

A PHARMACOLOGICAL AND THERAPEUTIC INDEX

which provides a complete and useful classification of remedies, all the medicaments being grouped in one alphabetical list, in accordance with (1) their pharmacological action, (2) their general therapeutic use, and (3) their application in special ailments. The general index to the Codex will be found to be as comprehensive as formerly, and it is certain to be admitted generally that the new volume is a wonderful improvement upon the experimental first issue. Though

MUCH NEW MATTER HAS BEEN ADDED

and the number of pages will be nearly two hundred more than in the original Codex, the use of a specially thin but opaque paper will make the volume both thinner and lighter, and the covers will be more firmly attached.

Having made special arrangements with the publishers we will be able to supply the book at

Three Dollars per copy, post paid.

It is advisable that orders should be sent in as soon as possible in order to secure prompt shipment. The last edition was oversold and all orders could not be filled. Orders sent in now accompanied by cash will be filled in the order received.

THE CANADIAN DRUGGIST, Toronto, Canada.

The order form given below may be used, or any written order.

B. P. C. ORDER FORM.

To THE CANADIAN DRUGGIST, Toronto, Canada.

Please reserve for me, when published, ... copies of the new British Pharmaceutical Codex, in payment for which I enclose $.....

Name .....

Address .....

Money to be sent by P. O. Order or Money Order, NOT Cheques.

VANCOUVER RETAIL DRUGGISTS' ASSOC.

The annual meeting of the Vancouver Retail Druggists' Association was attended by a fair representation of the druggists of Vancouver, and that considerable interest was manifested in the subjects under discussion was shown by the general discussions which took place. At the last meeting a committee was appointed to draft a report on "the relations which should exist between the wholesale and retail branches of the trade," and this committee submitted the following as their report :

"We, your committee, appointed to report on commercial relations between wholesale and retail, beg leave to report as follows :

We recommend that the wholesale drug trade be asked to discontinue the policy of selling to general stores and grocers the so-called "price-protected" articles, which we as retail druggists feel belong exclusively to the retail drug trade of Canada.

That the retail druggists of Canada in return for this consideration patronize the wholesale drug trade in the purchase of these lines which legitimately belong to the wholesale drug trade, in preference to purchasing same from wholesale grocers.

We also recommend that the wholesale drug trade and manufacturers discontinue the practice of selling to hospitals, medical institutions, etc., except only when delivered or sold through the retail trade.

We further recommend that we lend no support to the sale of preparations which do not show a clear 50 per cent. profit irrespective of any cash or trade discounts, which sell at the regular retail price, and that our Association bring this matter to the attention of the C.P.A. through our representatives.

We heartily appreciate the spirit of fairness exhibited by manufacturers and wholesalers in our previous negotiations and trust this will meet with the same fair consideration."

Signed on behalf of your committee,

L. G. HENDERSON.
E. S. KNOWLTON.
J. W. BROWNE.

The election of officers for the ensuing year resulted as follows :

President—J. M. Watson.
Vice President—C. E. Netherby.
Secretary—H. W. Ferguson.
Treasurer—R. McDuffee.

General Committee—Messrs. Ferguson, Netherby, Cunningham, McDuffee, Marret, Cameron, Boyle, Law and Browne.

Grievance Committee—Messrs. Henderson, McDuffee and Wood.

THE SALE OF PATENT MEDICINES IN GREAT BRITAIN.

The London Times in a recent article dealing with this question, gives the following interesting statistics :

One of the reasons for the popularity of proprietary remedies is that they are accredited with affording a handy way of avoiding a doctor's bill ; but since it is proposed to take 15 million people out of the sphere of doctor's bills, this reason, so far as it applies to insured persons, will no longer exist. The experience of chemists is that the demand for ready made medicines is very much greater among the industrial population than among the middle and upper-middle classes.

The extent of the interests vested in patent medicines can be roughly estimated from the revenue derived from medicines stamp duty. During the ten years ended March 31, 1910, the amount was 3¼ million pounds sterling ($15,816,125) in England and Wales and Scotland. The number of licensed vendors of proprietary remedies is over 40,000. The duty payable on medicines of a value exceeding 1s. (24¼ cents), and under is 1½d (3 cents) ; on medicines of a value exceeding 1s. and not exceeding 2s. 6d. (60 2-3 cents), 3d. (6 cents), and on medicines of a value exceeding 2s. 6d. (60 2-3 cents), but not exceeding 4s. (93½ cents), the duty is 6d. (12 cents). In stating the annual amount derived from this source the Board of Customs and Excise does not indicate how the revenue is made up, but it is common knowledge among chemists and other retail dealers that the most of the patent medicines sold consist of packages of the value of 1s. or less. If, for the purpose of making a rough calculation, it is assumed that all the stamped proprietary remedies sold are of a value of 1s., it follows that during the ten years the sum expended on these commodities in Great Britain was something like £26,000,000 ($126,529,000), and that the number of packages sold was over 500,000,000.

It should be added that medicine stamp duty is only levied in the case of medicines in which proprietary right is claimed and medicines of secret composition which are recommended as cures for specific disorders. Remedies sold by chemists and recommended as cures for ailments are not subject to duty if their composition is published. In the mass these amount to an enormous quantity, and the sale of such commodities will be affected in the same way as the sale of proprietary remedies.

A salesman cannot know his line too thoroughly ; and, no matter how much he knows about it, there is always something more to be learned if he will keep his eyes open.

VARIABLE TEASPOONS A SOURCE OF DANGER.

"It is highly desirable," says American Druggist, "that some concerted action be taken by doctors and druggists to do away with the domestic teaspoon as a medicine measure. Commonly understood to represent a utensil capable of holding sixty minims or one fluidrachm, the capacity of teaspoons varies to an extraordinary extent. The subject is one that has been discussed more than once in the drug press, but little has been accomplished in the direction of influencing physicians to insist upon their patients using a graduated measure, or dose glass, in taking the prescribed amount of medicine.

"Attention has been directed to the subject anew in a paper read before the Brooklin Pharmaceutical Association by J. Leon Lascoff. The variations in the capacity of teaspoons were impressed on him after having dispensed a prescription containing one-quarter of a grain of morphine in each drachm of the mixture. After the patient had taken a few doses he called up the dispenser on the telephone to tell him of the uncomfortable symptoms that had developed, saying that he felt himself going under the influence of a sleeping draught. Mr. Lascoff suspected the teaspoon and asked to see it. Upon it being produced and measured it was found to hold 110 minims, so that the patient had taken nearly double the dose of morphine prescribed. The necessity is obvious of physicians insisting on the use of accurately marked medicine glasses or glass graduates marked in minims for the measuring of doses by their patients."

HOW PRICE-CUTTING KILLS.*

I know a tooth powder which you sell practically at cost, due to continual price-cutting. The manufacturer four years ago tried to put it on a better basis, to restrict the price, to give the retailer his legitimate profit. Up rose the jobbing trade, and to a man objected and bluffed him out of it. Had they supported him the retailer would have made 25 per cent., more on this article than they do to-day. They have to sell it. The retailer is reaping in the whirlwind what he sowed in the wind.

This is what one manufacturer did when he saw his goods were in danger of being cut. A little concern in New York turns out powder puffs. They buy eiderdown in the piece, cut out round disks and mount them, selling the finished product to retail for 10c. They numbered among their customers the leading toilet counters in New York city, and were doing a good business. They were making money, the dealer was making money, and the customer was satisfied.

One day a store on 14th street bought half a dozen gross and offered them for 7 cents. Did the manufacturer stand around and say, "Too bad?" No, he didn't. He let all his girls out, gave them each a dollar bill, and sent them to buy up that stock. He did other things, too, one of which was to politely turn down the buyer on the 'phone when, at the end of an hour, he began frantically to call for more goods. He did more. He notified his trade of just what he had done. Now things are going along normally.

When a manufacturer sells Store No. 1 a trade-marked article at 18½c. to sell at 28c., he often has to witness store No. 2 selling it at 25c., No. 3 at 20c., No. 4 at 18c.—and then good-bye to the whole thing.

Don't say you do it for any charitable reasons. You don't. You follow the leader and incidentally you sell in one direction openly at an unreasonable loss to acquire in another direction covertly an unreasonable gain. It is the law of compensation. Otherwise you would fail.

The ultimate result of a number of stores in a merchandising community cutting prices is to nullify the object of the cutting, the reason for it. The net result is universal loss of legitimate profits by the merchants in that community.

Such policies are making advertisers think. Such policies are turning successes into failures. Such policies are hurting the practice of trade-marking goods, in which is your eventual hope for doing business on a sound basis.

I have never been able to figure out why honest merchants (and I believe most are honest) can't get together and league against the butchering of legitimate profits.

Minimum price agreements will do much.

But better than all, the most effective preventive is an appreciation among yourselves that this indiscriminate cutting is bad business—that it is curtailing advertising expenditures which are made to assist you.

PRESERVATION OF AMMONIUM IODIDE.

This drug has been found to readily decompose and is a difficult drug to keep in good condition if it remains in stock for any length of time, due to the liberation of free iodine, which turns the ammonium iodide brown. This can be prevented by placing a cube of ammonium carbonate which has been wrapped in a piece of cheese cloth into the ammonium iodide stock bottle. It is said this causes the stock to remain white and it does not deteriorate.

Royal Vinolia

Shaving Stick

Pronounced by Experts to be the Best Yet

Trade Price in lots of 6 Dozen, $2.10 per doz., less 5

15 to the Dozen **Beats All!**

Vinolia New Lines

Bonnie Prince Charlie Toilet Water

Exquisite White Heather Odor
In 2 Sizes at $2.80 and $4.80 per doz., less 5 p.c.
Protected prices 35c and 60c

Bonnie Prince Charlie Talcum Powder

Exquisite White Heather Odor, in white or flesh tints
At $2.10 per doz., less 5 p.c.
Protected Price 25c

English Beauty Cream

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RECIPROCITY IN DIPLOMAS.*

By F. Nesbett, Winnipeg, Man.

Reciprocity to-day is a very live subject, particularly that variety which is before the voters of this great Dominion in the present pre-election campaign. We have suffered under many treatments of it for many months past and it is apparent to all that there are many differing opinions about its value in the development of our country. Every thinking man has his views on it, and while these opinions differ in detail, on polling day they will be either for or against it. The practical mind of modern man demands a definite conclusion to contentious matters in order that the great modern god, Business, shall not be impeded in its triumphant progress. In the efforts to reach a decision many nice academic points must be disregarded, since too many details would complicate the subject and check advancement. The practicality of the thing is the main point to be considered, and this will be determined by the self-interest of the majority. Perhaps in the scheme of things it is the ultimate self-interest of the majority that governs always in mundane affairs. There may be in philosophy some warrant for such thesis, but the average man reasons from more personal premises and wants to know just where his own advantage lies.

This brings us to a form of reciprocity which is within the purview of the Canadian Pharmaceutical Association; namely, reciprocal interchange of qualifying certificates between the various provinces of the Dominion, but it must be kept in mind that this form of exchange is one materially different from that contemplated by the political pact since certificates are not natural products. Radical change of any kind is never an unmixed blessing, and when such a change is under consideration it is but right that its results as far as possible, should be forseen. The custom of free and frank discussion is part of our priceless Anglo-Saxon heritage, and in dealing with the subject of reciprocity in certificates there is ample scope for its application, since commercial expediency alone cannot be accepted as the sole argument for or against it. Each province of the Dominion, through its legislature, has provided a pharmaceutical act for the protection of its citizens. It is true that there are slight differences between these various acts, but the intent that pervades them all is that the sale of poisons shall be restricted to persons in the community of known responsibility, and that the person acting as the vendor shall be qualified by a suitable education to deal intelligently with poisons under the act. Along with this there goes the sole right to compound the prescriptions of regularly qualified medical practitioners, and in some provinces the prescriptions of veterinary surgeons also. It is therefore apparent that the acts of the various provinces are alike in the results aimed at, but when the requirements regarding education are scrutinized there will be found material differences. These differences are seen in the preliminary education demanded before registration as apprentice, in the nature of the pharmaceutical education during training, and in the scope of the qualifying examination. Fortunately all provinces demand an apprenticeship extending over several years, and in this respect alone is there real uniformity. The preliminary examinations vary from what may be termed public school leaving to high school leaving, and it may be, some do not demand even the low standard of a public school leaving examination, as a few public school subjects with rudimentary Latin appear to be considered sufficient. The final examinations differ both in scope and intensity, while retaining a general resemblance, for example, good practical examinations are necessary on several subjects to determine the amount of manipulative skill possessed by the candidate and to gauge his common sense in dealing with working problems, yet, such examinations are not demanded in all provinces.

But the greatest difference is seen in the required attendance on lectures. As far as can be determined from available copies of pharmaceutical acts there are but three provinces that require collegiate training in pharmacy, Quebec, Ontario and Manitoba. These courses of lectures demand a fairly long period of study, and it is to be regretted that it must be added, the study period is worked under high pressure, too high, in fact, for the student to derive the maximum benefit. According to Kipling, this tendency to drive when at work is a national characteristic of Canadians, and we may add, while highly commendable from a material standpoint, it is decidedly subject to limitations when applied to mental effort. Now, getting a firm mental grasp on the differences in pharmaceutical requirements in the different provinces, does it seem just that reciprocity should be free and unrestricted? To an unprejudiced observer it would seem that the first thing to do is to make uniform requirements as to preliminary examination, apprenticeship, collegiate training and qualifying examination before entering upon a discussion of reciprocity in finished product.

There is another consideration which must not be overlooked in relation to this subject, and that is the debt the profession of pharmacy owes to those young men and women who have shoulder-

*Read at Montreal meeting C.P.A., August, 1911.

ed the financial burden of the higher training. How many hundreds of them have contributed their money in college fees and their months to study it would be hard to say, yet every one of them by doing so has helped to lift a little higher the profession of the pharmacist. Is it just to these that the doors of their Provinces should be thrown open and the standard of training which they helped to raise be thereby lowered? Common fairness demands the answer, no. The graduates of our modern colleges of pharmacy in Canada are under no handicap when they try qualifying examinations anywhere and the results are uniformly satisfactory. Reciprocity for them is not necessary, and they are not the ones to ask for it.

Another phase of the subject is presented when one considers the responsibility of the examiners in pharmacy of each province to the citizens of their respective provinces. It may be doubted whether any provincial association is willing to forgo its right to pass on the fitness of a candidate for license to practice pharmacy. Under the British North America Act the right of each province is recognized to regulate within its borders the practice of every profession, and this right should be jealously guarded. Local self-government is too precious to be lightly lost and each province should pass upon those who are to be accepted as qualified pharmacists in order to give the protection demanded under its act. It is often a problem in the newer provinces to deal with applications for registration. The certificate presented for consideration by the applicant may be beyond question, but the certificate cannot guarantee the identity of the man who produces it, for the original owner may have loaned or may be dead, nor can it vouch for the applicant's present mental or moral condition. The only solution seems to be to demand sufficient residence to show something about the character of the applicant and a fair qualifying examination to indicate his professional fitness, these to supplement the evidence of the certificate. The oft-mooted Dominion examination under the joint control of the provincial associations would seem to be another solution of the difficulty.

The rewards of pharmacy, scant though they be, have been too hardly won to be jeopardized by thoughtless changes in existing regulations, and even the most ardent advocate of reciprocity cannot fail to see that the treatment of the case demands prudence, and that a doubter may have justifiable grounds for his contrary opinion.

It will be noticed that the factor of educational standing enters largely into the problem of reciprocity and hence no apology is necessary in giving this fuller consideration on its own merits. It is mainly the fault, and even pharmacists must admit, the very grave fault, of the men of the profession, that a better position has not been attained for pharmacy in English-speaking countries. We are too prone to put the blame on the public when proper recognition is not accorded, but we fail to see that the faults is with ourselves. No man with any pretention to scientific training is closer to the public than the pharmacist, and no man has a better chance to show his value to the community, but the pharmacist has chosen to develop along petty and undignified lines. The amount of special knowledge demanded of applicants for registration has never risen much above what may be termed the irreducible minimum, and in general scientific training it must be said the average pharmacist is woefully weak. The examinations have been based altogether on the mistaken notion that the memorizing of facts will make a capable man, and while of late years some improvement may be noted, there is still a long distance to go before the education of the English-speaking pharmacist can be considered satisfactory. Far be it from us to minimize the value of facts in pharmacy, as a great part of our mental stock-in-trade is made up of them. We must know a great many things about the remedial agents we handle, their origins, properties, uses, doses, solubilities, and so forth, but most of these are known as unrelated or slightly related facts, and many of them must perforce remain so. On the other hand many of these facts can be correlated with other facts once the connecting principle is known. It is the duty of the educator to develop in the student the power of using principles, as well as to inculcate facts, and it is the want of such education that hampers the development of pharmacy as a calling. What every person wants for guidance is not a mass of facts, and a set of rigid rules, but a series of flexible principles that can be applied to each emergency as it arises. This is the kind of knowledge that an elegant writer has summed up as follows: "Education improves him, sets him new ideals, makes him a more vigorous and accurate thinker, gives him new fund of information and furnishes him with power." Education, such as this, cannot be acquired in a few months, and this Association would do much for pharmacy if it would cast the weight of its influence on the side of better training for our coming leaders in this ancient art.

It is rather mournful to contemplate the slow growth of British pharmacy as a profession, and in this we may include American pharmacy as well. The historians of our craft inform us that British pharmacy arose in the eighteenth century or thereabout, when the physicians becoming in-



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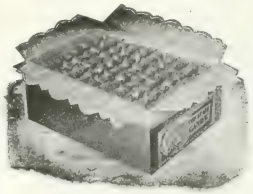
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Sold the world over wherever war is waged against bugs.

censed at the presumption of the apothecaries in daring to treat disease, started to dispense their own medicines. Some of the assistants of these physicians later set up their own establishments as pharmaceutical chemists, and in due time when the apothecaries had become medical men in reality the pharmacists remained as the only dispensers of the medicine in independent business, many physicians, however, still dispensing their own prescriptions. This condition has survived to the present day and in British countries the pharmacist has never fully achieved an independent place among professional men because he has never succeeded in living down his origin as a dispensing assistant to the physician. This is shown in many ways, but in none more than in the provision, in all British countries, that qualified physicians may conduct pharmacies without previous experience or examination. It is possible that this is a wise regulation in one way, inasmuch as it makes it impossible for pharmacists to control the supply of remedial agents, and thus hold up physicians or their patients, because it must ever be recognized that the relation existing between physician and patient is more intimate than that between physician and pharmacist, and the first duty of the physician is to guard the welfare of his patient. On the other hand, such a condition of affairs gives the physician a most astounding immunity from censure in the event of his treatment of the case being criminally careless since he can diagnose, prescribe, dispense and write the death certificate. It is hard to understand how such a primitive condition could have persisted into modern times. In the United States attention is being directed to the subject, and it is possible that in time the proper functions of physicians and pharmacists will be delimited by law. Throughout continental Europe it is the duty of the physician to prescribe medicine, and the duty of the pharmacist to dispense it. The continental pharmacist remains more like the apothecary of old, and he doubtless can claim a direct professional descent from him while the English-speaking pharmacist can be allowed no such claim.

In continental Europe the pharmacist is, generally speaking, on a much better professional standing than his English-speaking brother, and this higher position is maintained by high educational requirements.

The pharmacist of to-day should be more than a mixer of potions for the physician. He should be chemist-in-ordinary and general scientific adviser to the people, and his training should be such as to qualify him for the position. His business interests would gain from such training because business is every day becoming more scientific, and science is every day becoming more business-like. The professional position of the pharmacist will become better as his usefulness to the community increases, and as his intellectual attainments warrant.

It must be remembered, that the people are becoming every day better posted in scientific things and demand higher training in their professional men, and as we all desire to make our occupation one worthy of popular respect there is before us the necessity of keeping up with the times in education.

The dentist has developed in about a quarter of a century from a puller of teeth and plugger of cavities into a highly trained and highly remunerated surgical specialist. We give him professional reward for his work because he delivers services and not commodities. The pharmacist should be in the same position and will be if he keeps the end in view and trains himself for it.

Much as we hope for a general improvement in pharmacal conditions, it is to the West that we look for the first particular advance. The pharmacists of the far west areiin an enviable position as regards opportunity for advancement along educational lines, since the people are broader in outlook and the older professions are but recently organized into associations.

There are no dispensing physicians, and consequently no opposition from that direction, but, instead, the pharmacist has the tacit approval of the medical profession in his desire to improve the status of his profession.

The Western pharmacists should seize the opportunity ere it pass away forever and get into such relation with the newly organized universities that a definite status among professions will be assured them for all time.

As things are at present our Western confrere is free to develop as he will, and it is the earnest hope of the pharmacists of the Dominion that he will set himself high ideals, and will earnestly strive for them.

(Note.—The reference to British pharmacy does not include Irish pharmacy, since the pharmaceutical faculty of Ireland is distinct from it, and at last reports had no reciprocal agreement with it.)

KENT M'CLAIN AGAIN.

Another of Kent-McClain's (Toronto Show Case Co.) mahogany drug outfits has just been installed. This one for W. H. Lee at his Avenue Road store. It is a handsome store with fixtures from floor to ceiling and equipped with metal drawers. Mr. Lee has had considerable experience in planning fixtures, and the results are apparent.

THE EFFECT OF LOCAL OPTION ON THE DRUG TRADE.*

By S. C. Cooper, Lucan Head, Ont.

Legally and essentially the Local Option Act in the Province of Ontario has not the slightest relation to the drug trade. A licensed druggist in a locality under Liquor License Act is not entitled to a single privilege more than the licensed druggist in a locality where local option obtains. A druggist is not an innkeeper, and he is governed by the same clauses so far as the sale of liquor is concerned whether he carries on his business in Owen Sound or in Toronto. He may not sell liquor, except when prescribed by a physician, then not more than six fluid ounces, no repeat to be given and the sale to be registered in a book open to official inspection. The onus of necessity is thrown upon the physician who prescribes, and of recent date prosecutions against infringements have been successful.

But morally there is a decided inter-relation between local option and the drug trade, and as the actions of a crowd are governed by the actions of the lowest individuals of that crowd so the status of the pharmacist is very often guaged by the delinquencies of the inferior members of the craft. The passing of a local option law indicates that the will of three-fifths of the property holders of that district or municipality is—that intoxicants shall not be sold within that territory. Hence the violation of that wish by the druggist who persists in "taking chances" should be followed with swift retribution. He is setting himself against the will of the majority which represents the perogative that is the motive of all popular legislation. He becomes an anarchist, taking shelter in the socialistic community, a parasite seeking gain at the expense of a social structure erected slowly and traditionally by the reddest blood, the strongest sinews and the clearest brains of the ages.

This criterion is lofty, but many hold there is a loftier. The loftier one is evident when once a year various municipalities in Ontario and other parts of the world engage in determined throes and religion is called in to assist in hurling from the community an organized and licensed liquor traffic. These efforts are trampled under foot by the chemist who is willing when opportunities present themselves to fill the offices of wine-clerk under the professional shadow of the parchment from a college of pharmacy.

So then the law must be obeyed! A druggist or physician has no more right to disobey it than a grocer or publican. True, for a few months after local option comes into force opportunities for liquor sales will be many. But never weaken, let them have the fact from the shoulder that it is against the law, persist in that and they will soon tire of asking and leave you alone. The compensation will come. The very men you refuse will mentally commend your stand and honor you for it. Local option rather than lessening your receipts, will increase them, and the exercise of a little principle which superficially appears like self-denial will not only make you appear but become a stronger and better man.

Too often in the past the drug store has been regarded, and I regret to say rightly so, as a dramstore. Local option makes this no longer possible, which surely means the elevation of the drug business in the eyes of the community. And it remains for the great body of druggists in this regard to "keep themselves unspotted from the world."

This brings us back to the starting-point. The drug trade can only be influenced in so far as each member of the profession decides it shall be, for behind any organization or movement everything depends upon the individual rather than upon the laws the members are supposed to obey. And so every pharmacist who has the good and elevation of his profession at heart will do all within his power to respect and carefully observe the several provisions of the liquor license and local option Acts.

Finally, allow me to congratulate the officials of the Canadian Pharmaceutical Association, one and all, on the success already attained and the promises for the future. I look forward to a Federal scheme in Pharmacy. Unity is strength, and I trust that the fair Dominion of Canada will at no distant day evolve a system of unification comprehending the nativity of One National School, of One Marriage Code, of One Medical Law and of One Pharmacy Act.

DRUGGISTS' HOURS.*

By J. H. Alward, Hebron, N. S.

This subject was pressed upon me this summer. Near where I live are the homes of a druggist, a journeyman, a mechanic, and a grocer. At a little after six o'clock in the evening the mechanic is playing in the garden with his children. At seven o'clock the grocer is desporting himself on his front porch; their labors for the day are ended.

But you say pharmacy is a profession—granted. The dentist up the street is playing lawn tennis. The doctor is motoring with his wife. The lawyer in the next street is at the boat house; his neigh-

*Read at Annual Meeting of P. A. of M. Council, August, 1911.

*Read at Annual Meeting of P. A. of M. Council, August, 1911.



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This remedy was designed by a Pharmaceutical Chemist to take the place of a thousand and one home-made cough remedies upon which the druggist makes little or no profit

These people are being educated to buy Pinex 50c. i getting a better remedy, and paying the druggist a good profit

Pinex has brought to the druggist a big volume of new business from people who would not buy an ordinary cough remedy.

It is a clean, meritorious pine-tar preparation.

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You can stock it safely.

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Order a few bottles from any jobber $4.25 per dozen. Retails at 50c. Manufactured by

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Manufacturers: BENGER'S FOOD, Ltd., Manchester, England

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bor, the specialist on eye, ear and throat, has office hours 10 to 12 and 2 to 5. The druggist is at work and has three or four hours' grind before him; and to the druggist the old rule, eight hours for work and eight hours for sleep, and eight for recreation does not apply.

There was a time when the drug stores opened and closed about the same time as other shops, but the open hours for other shops have been lessened, while the open hours for the drug stores have been increased, and fifteen hours out of twenty-four is a common custom. What time has the druggist for study or research? We are multiplying colleges and insisting on raising the standard of examinations. Is it to fit men to stand behind the counters seventy or eighty hours a week? Is this necessary? If a man wants a hat or pair of shoes, he considers it no hardship to be compelled to procure it before seven o'clock, why could he not obtain his tooth brush or his sponge as early in the evening? The public could without detriment, obtain all the proprietary medicines they required before nightfall.

There are but few prescriptions that are necessarily dispensed in the evening. Of course, when the shops are open late, the man will put the prescription in his pocket and leave it to be filled and will get it on his way back fram the political meeting or the club. It may be a convenience to have the shop open late, but not a necessity. The public are reasonable, and would, if properly handled, assist in shortening the hours. Any emergency drugs, physicians have always in their pocket case.

But is it the demand for medicines that keeps the drug store open, or is it cigars and soda water?

Must a man spend years in study, pass examinations in botany, chemistry and materia medica to make himself capable of dispensing smokes and drinks all the evening. Surely we will not permit the side lines to control the business.

From east to west the cry goes out of the lack of drug clerks and students of pharmacy. Is this to be wondered at when our calling demands such long hours of attendance to business?

It has been urged that the proprietor should have competent clerks to keep the shop open; but should not this expense be eliminated and the thousand or so dollars a year kept in the pocket of the proprietor.

Shorter hours would not only decrease the expense of assistance, but also those of light and fuel.

The remedy is in our own hands. We should blame ourselves and not our stars if we are underlings. There are peculiarities in different localities and no general rule could be adopted. And in every town the druggist could arrange hours that would be very much shorter and that would also be agreeable to the public.

I have said nothing about Sunday hours, but these could be greatly curtailed.

I have only dropped a few hints that may lead to a discussion of what should be a live question.

GOVERNMENT REGULATIONS OF PROPRIETARY MEDICINE PRICES SHOULD BE DEMANDED IN THE INTERESTS OF PUBLIC HEALTH.*

Any and all legislation or regulations by governments should be founded on the higher principles which tend to elevate a nation and should aim to preserve the rights and interests of man as against man or neighbor with neighbor. In consideration of such legislation, right as against wrong, and individual interests as compared with public and corporation interests seem to come into such frequent conflict, that the principles which protect the rights of the individual are frequently entirely overlooked in the strong endeavor to regulate only for the public interests.

With this preamble, I desire to direct your attention to a consideration of the regulation of fair trade principles, particularly as regards the question of price demoralization and its consequent effect and results.

Either the manufacturer or the jobber can regulate prices of proprietary medicines if they desire to make an honest effort in support of such a purpose. Experience proves that neither recognize how much they are injured by cut-rate tactics, and that their eyes are closed to the mischief and damage that is being perpetrated on the public and to honest trading.

On the other hand, it is abundantly manifest to retail traders and even to enlarged proportions of the public that cut-rate methods directly injure the buying public. All evidence and experience clearly demonstrate that the cut-rate tactics cultivate and encourage lying and deceptive advertising, propogate and induce all kinds of substitution both by the manulacturer and the sellers, initiate various questionable methods and schemes to decoy the purchaser, attract the buyer with the promise of bargain prices on established price goods, with the hope and expectation of making up the required percentage of profit to carry on business on other lines, retard honest and fair competition on other merchandising, prevent the public from receiving the true value for their expenditure, create vicious and degrading principles rather than virtuous and elevating principles and tend to pauperize the large and honor-

* Paper read by John Hargreaves at Annual Meeting of C.P.A., at Montreal, August, 1911.

able community of retail dealers throughout the land, a community which is as requisite and necessary for public convenience and welfare as the manufacturer.

Such degrading practices are a decided barrier to advancement and progress in the science of industrial art and commerce, and where do we require encouragement and fostering for such industries more than in our own ambitious and promising young Canada.

Canada can manufacture superior products in the industrial world when such products are open to fair and honest markets, and therefore, I draw the conclusion that it is the duty of the government to provide fair and honest competition in her home markets.

Why should a capitalist be permitted to cut under the rate of profit upon which his or any business can be conducted on certain well known and established price commodities, such, for instance, as proprietary medicines or postage stamps, for the purpose of drawing trade or custom to create a large centre, thereby preventing a healthy and proper distribution of trade and commerce to the locality it rightly, fairly and honestly belongs, in the best interests of the general community. These aborting and dwarfing trade practices are clearly commercial suicide and require government control for prevention, just as effective as for race suicide or suicide of human life in any form.

These statements regarding the degrading conditions produced by cut-rate methods, particularly in connection with the conduct of drug stores, can be readily verified by investigation. They should be presented to the full federal government, and with such purpose in view, I beg to recommend that this Association petition the Dominion Parliament and request the appointment of a commission to enquire into and report upon the conditions which exist in connection with commercial cut-rating and their effect upon the community, upon the manufacturer and upon true progress in the science of industry and commercial art.

It is our duty to demand in the interests of public health, that proper regulation of the prices of proprietary medicines should be controlled by the Federal Government.

CHECKING PRESCRIPTIONS, ETC.

A paper containing a number of useful hints to pharmacists was read by Mr. R. E. Jones, of Brooklyn, at the 14th annual meeting of the American Modern Pharmaceutical League at the Hotel Astor, New York, May 22.

The paper was divided into six parts, dealing, first with the complaints which have been made against the Pharmaceutical Profession and suggesting ways of remedying them, namely, by giving careful attention to the quality of drugs used and the knowledge of the dispenser and also recommending the care of stock to prevent deterioration, such as having the shelfware of dark amber colored glass and taking account of the temperature in which liquid or chemicals are kept.

The second part of the paper dealt with rules for the checking system and rules for dispensing, dealing principally with the fact that accuracy was of the first moment, both in weighing and measuring, and in the checking of the prescription by a competent person, other than the dispenser.

Part three deals with pharmacy laws, and recommends that proprietor and clerk keep a record in a book kept for that purpose, of the dates, and manufacture of pharmaceutical preparations, and the name of the person purchasing them, in order to fix the responsibility in case of error.

Part four has to do with the apprentice and employer, and urges strongly the contract system, so that not only will the employer feel his responsibility, but also will take an interest in the apprentice during the full term of four years, and the apprentice will equally benefit by remaining in the one place, rather than moving from place to place during the term of his apprenticeship.

Part five deals with incompatibility, and says in part: "In preparing prescriptions where poisons are prescribed with other liquids and chemicals the dispenser should remember to give plenty of time for precipitation to be formed, if there is to be any," and also speaks of the disastrous results which arise sometimes from neglect of this, giving the example of "Aqueous Solution Strychnine Sulphate with Ammonia, the result is white precipitate of Strychnine. Again Aqueous Solution of Atropine Sulphate with solution of Potash, the result being turbidity, Atropine being precipitated.

The last part of the paper deals with the careful attention that should be given to the minute details in dispensing, such as the tight sealing of soft capsules; catchets being closed without too much moisture; eye-waters to be all filtered; and hypodermic and subcutaneous injections to be sterilized, etc.

He also dealt with the care of preparations in the Pharmacy, especially those which are decomposed by light, naming amongst others, Hoffmann's Anodyne, Sweet Spirit of Nitre and other galenical preparations, all of which are recommended to be kept in amber colored containers.

You have got to have enthusiasm yourself if you would create it in others.

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THE PEN WITH THE SPOON FEED

The Pen with the familiar Clip-Cap

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Waterman's Ideal Safety Type is one which was originally produced especially for women. This type provides a pen that can be filled and carried in a purse, trunk or anywhere, in any position, and it cannot spill the ink. The idea is that of a propelling pencil. When the cap is screwed on to the open, or pen end, there can absolutely no ink escape from the barrel. By screwing the cap on the butt end, the pen point comes out into position for writing. This pen has become very popular among sportsmen and travelers who desire to carry a pen in any pocket and in any position they choose.

Made in six sizes. Plain, Chased, Gold Banded and Gold and Silver mounted styles. Fine, medium, coarse and stub points of every degree.

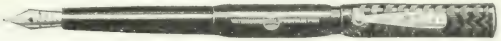
STANDARD TYPE



Waterman's Ideal Standard Type is the tried and successful style which was the original pen to bear the trade-mark "Waterman's Ideal," and the success of which pen has practically created the world-wide demand for all fountain pens. The holder is of a tapering shape at both ends, and permits the cap to fit thereon by friction. This shape was originated by the L. E. Waterman Company. The ink capacities of this type are the largest, and it is the most popular and simple style fountain pen made. For general business use.

Made in eight sizes. Plain, Chased, Mottled, Cardinal, Gold Banded and many attractive styles of Gold and Silver Mounting. Fine, medium, coarse and stub points of every degree.

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Waterman's Ideal Self-Filling Type is one that has been made by the L. E. Waterman Company for many years, but which has recently been revised to the present perfected style. This pen is, perhaps, most satisfactory to those who have the most writing to do, *i. e.*, more than the average person, as it is only necessary to dip the gold pen in any convenient ink supply, and a press of the finger will fill the ink tube by suction. This pen has all the superior features of the regular Waterman's Ideals, in addition to the self-filling convenience. There are no awkward projections on the barrel. The usual full Waterman's Ideal guarantee.

Made in five sizes. Plain, Chased, Gold Banded and Filigree styles. Fine, medium, coarse and stub points of every degree.

Prices $2.50 and up according to size and style of mounting. Prices are guaranteed maintained everywhere.

The incidentals to the successful selling of Waterman's Ideals, such as Show Cases, Window Displays, Advertising Circulars, Electrotypes, etc., etc., can always be supplied to the satisfaction of dealers. Full information on request.

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Plain Photogravure and Hand Colored

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A sample assortment will be submitted on approval at trade prices to merchants addressing us on their printed stationery

PINEX.

Just a year ago the Pinex Co., of Ft. Wayne, Ind., established a branch in Toronto for the manufacture of Pinex Cough Remedy, and launched its trial advertising.

Pinex now enters upon its second season in Canada with an advertising campaign extending from coast to coast and embracing nearly every strong newspaper and agricultural paper from coast to coast.

All of which bespeaks some headway made within one year, and this in a field which might already seem crowded.

Pinex, however, has a peculiar aim, and a field of its own. It is not intended to compete with ready-mixed cough syrups—not even with the druggist's own brand—but appeals almost exclusively to the kind of customer who has always prepared his own cough medicine at home "like mother used to make."

That there is a field for something which will sell to this class of trade is amply evidenced by the fact that Pinex has rapidly risen to be one of the largest selling—if indeed not the largest selling—cough remedy in the United States, and this in spite of the fact that the sale of the well-known standard ready-mixed cough syrups is constantly growing.

There are countless thousands of people who remember "what mother used to do for a cough," and who purchase 5 or 10 cents worth of something from the druggist and make up their remedy "like mother used to." Pinex, with its home-made feature, strongly appeals to people who enjoy this "home-made" puttering.

The Pinex plan, therefore, aims to turn this sort of 5 or 10 cent customer into a 50 cent customer, paying the druggist a better profit and giving the customer a better article. The plan is unique, and is apparently meeting with considerable success.

It is a good repeater, which is prima facie evidence that it satisfies its users.

The sale is guaranteed, unsold bottles being returnable at any time. Pinex is now sold by all leading Canadian jobbers.

IDEAL OINTMENT BASE.

Fordyce (N. Y. Med. Journ.) says that he has found an ideal ointment base in a mixture of wool-fat and ointment of rose water. The proportions of the ingredients may be varied to suit individual cases, but a mixture of 1 part of wool-fat to 3 parts of the cold cream was generally satisfactory.

Don't be satisfied with fairly good work. The best is none too good for the world's market. —John Trainer,

"SPRATTS" AT FESTIVAL OF EMPIRE.

The year 1911 will figure prominently in the history of the British Empire. Visitors from all parts of the world have paid homage to the Sovereign on the eventful occasion of his coronation, and now that they are more at leisure to look around at other objects of special interest, among the attractions provided is the Festival of Empire in progress at the Crystal Palace, Sydenham, where the Homeland and its possessions are on view, as in a nutshell, exhibiting in a practical manner their progress in manufacture and produce.

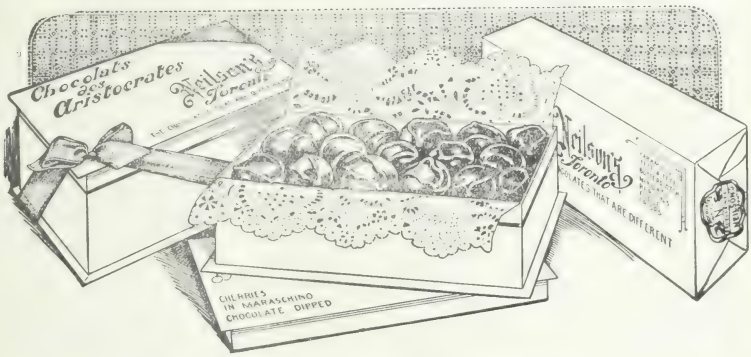
Among the exhibits to which special attention is demanded, are those of what might be described as a national institution. "SPRATT'S" is a household word. "In Africs Sunny Clime," Canada, South Africa, New Zealand and Australia, in fact everywhere, including the Polar Regions, SPRATT'S are there, proof of the latter being in the fact that Spratt's Patent COD LIVER OIL DOG CAKES exhibited by SPRATT'S at their stand, were used by Lieut. Sir Ernest Shackleton on his dash to the South Pole, also by Dr. Nansen, Capt. Scott and other Arctic and Ant-Arctic explorers. SPRATT'S Foods have been selected for the dogs engaged in the important Australasian Ant-Arctic expedition in 1911, headed by Dr. Mawson. Capt. Scott, already named, has occasion to repent bitterly that on his last expedition he did not continue to feed his team on SPRATT'S DOG CAKES, for on the final dash, to economise space, stock-fish was substituted, resulting in failure dismal to relate.

Canadian, Australian, South African and other colonial visitors are specially invited to inspect SPRATT'S stand, near the Pageant grounds, where will be found every kind of food manufactured by Spratt's Patent Limited, which ensure health and happiness to dogs of all nations, also to poultry, chickens, game and cage birds.

SPRATT'S BIRD SEEDS AND PARROT FOOD,

are prepared from the choicest seeds obtainable, free from dust and scientifically manipulated, providing just the right ingredients for feeding the birds for which they are specially intended. They are in packets very artistic and attractive, and as SPRATT'S preparations are well known throughout Canada, Newfoundland and every British Colony, there is a ready demand and sale for all grocers and chemists who undertake to introduce them.

SPRATT'S have made the feeding of domestic pets a lifelong study for just on fifty years, and their factories are now the largest and most up-to-date of the kind to be found in all the world.



GO AFTER THE BEST PEOPLE WITH THE BEST CHOCOLATES

Don't think, for a moment, that people won't pay good prices for good chocolates. THEY WILL. And some of the best customers we have are druggists in the small towns and cities.

No other country in the world has so many well-to-do people living outside the big cities. They are people of culture and refinement---who appreciate the good things of life and have the money to buy them.

These are the people who will come to your store for Neilson's Chocolates---and will help you to build up a trade in fine chocolates that perhaps you never thought possible.

We are telling these people about Neilson's Chocolates in the most attractive advertising that has ever been placed in Canadian publications.

Write us about securing the exclusive agency in your neighborhood for Neilson's Chocolates.

OUR IMPORTANT OFFER

Upon request we will send to any Druggist in Canada a liberal sample of Neilson's Chocolates--all charges paid. We urge your immediate response to this offer as it is only open for a limited period. - - - -

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They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "best" use "Electric Beans."



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CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

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Common Sense
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NO SMELL

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Roaches and Bed-Bugs

IT DRIES THEM UP

Most infallible remedy known. Retains its strength for years. Sold in every Country in the World.

Sold by all Jobbers:

TORONTO, ONT. BUFFALO, N.Y. LONDON, ENG.

CONCERNING "SOAPS."

LIQUID TOILET SOAP*

By P. Henry Utech, Ph. C., Montreal, Que.

One of the chief sources of the pharmacist's revenue is derived, as you all know, from the sale of his own-make specialties. I would therefore like to call your attention to one such, which I do not believe is being extensively exploited as yet by the average pharmacist; one that can be easily prepared by himself, and one which will yield him a nice margin of profit in return. I refer to the preparation known as liquid toilet soap.

Until recent years liquid preparations of soap were very little used by the laity, being employed chiefly as an external form of medication in certain cutaneous diseases, the idea originating, I believe, with certain German dermatologists. But several natural advantages which they possess over the ordinary hard soaps for toilet and domestic purposes furnish the occasion for introducing the subject to your notice at this time. Occurring as they do in liquid form they are much more readily, as well as easily, adaptable to ordinary use for the toilet, bath, shampoo, etc. From a hygienic standpoint they also offer the advantages of immunity from infection, which is not infrequently caused by different persons using the same piece of soap in cake form. Hard soaps are likewise inferior to soap liquids, in that they have to become liquefied, or rather, emulsified somewhat, before they exhibit their detergent property.

A new and very extensive field for the use of liquid soap in germicidal combination has been developed recently, and no doubt your attention has already been called to their use in some of our larger public institutions, such as hospitals, hotels, etc. The idea was inspired, as you well know, by the widespread interest people have taken in matters of public hygiene and sanitation of late years. Soaps for such purposes could be easily made from the formula herewith appended, simply by incorporating a small quantity of phenol, mercury bichloride, formaldehyde, or any of the other germicides.

But the preparation which we have been most successful in exploiting is one which we have named Liquid Aromatic Shampoo Soap. The formula is one suggested by Wilbert some years ago, with but a single modification. Numerous experiments were carried out with the ordinary fixed oils, such as linseed, sesame, malaga olive oil and mixtures of these with cottonseed oil, but all were found to be objectionable for some reason or other.

The formula we now use is as follows:

Sodium hydroxide	80 Gm.
Potassium hydroxide	80 Gm.
Cottonseed oil	1000 Cc.
Alcohol	500 Cc.
Water	2500 Cc.

Dissolve the hydroxides in 500 Cc. of water. After solution has been effected, add the alcohol, and, finally, the cottonseed oil, in several portions, and shake thoroughly. Allow to stand for several hours, shaking the mixture occasionally, until thoroughly saponified. Finally add water sufficient to make

To the soap liquid thus prepared add:

Potassium carbonate	30 Gm.
Teapineol	12 Cc.
"Evergreen A" sufficient to produce a grass-green color.	

This soap can be made at a cost of about 75c. a gallon. Dispense it in 4 ounce bottles at 25c. The trade packages of similar products seldom contain more, and retail at 50c.—a good talking point. By putting a little personal push back of this product it can be made into a very profitable specialty.

* Read before the annual meeting of the Pharmaceutical Association.

PROFITS IN SOFT SOAP.*

By E. L. Hess.

About seven years since, when I first secured my present situation, I read in a pharmaceutical journal that tincture of green soap made an excellent shampoo, so on the following evening I filled a half-ounce bottle, proceeded to my room, disrobed, stopped into the bath and poured the tincture of green soap over the top of my head.

I rubbed the stuff well into the scalp, as directed, then attempted to wash it out, when lo! it congealed into a mass similar to that of a hectograph pad mass, only less soluble, for it required one hour hard labor, a cake of toilet soap and a strong comb to remove it. I had surely discovered something "poorly done."

The next day, having secured my employer's consent, I tried making Sano Mollis, U.S.P., but seemed to be unable to make it saponify. About to give up in disgust, I added about 100 Cc. of water, when the thing commenced to effervesce, and presto! the soap was made! So since then I have allowed an extra amount of water to make up the loss by evaporation and have always secured a product of excellent quality; I have also learned that an open flame is preferable to a water-bath, that the reaction takes place more rapidly if the alcohol is added just as the temperature reaches the boiling point; that there is no difficulty in obtaining a good quality of linseed oil, and that no other oil is as good.

Having met with success in producing an excellent article, the next thing was to make a demand for it, so I called the attention of the ladies' hair dressers to our tincture of green soap (Linimentum Saponis Mollis), presenting them with samples, and they have been good customers ever since.

I next mixed some of it with antiseptics and put up a shampoo which continues to sell well. Surgeons wash their hands and nurses their patients with a mixture containing 90 per cent. tincture of green soap, 5 per cent. phenol and 5 per cent. cresol. Tr. Cresoli Saponata, N.F., is favored by veterinary surgeons as well as physicians. One part dissolved in an equal amount of denatured alcohol added to eighteen parts crude carbolic acid makes a water-miscible disinfectant, second to none and superior to most.

Profits :

Sapo Mollis U. S. P. costs 7 cents pound and sells at..... .....40 cents.
Lin. Sapo Mollis U. S. P. costs 25 cents pint and sells at..... .....50 cents.
Shampoo costs 6 cents for 4 oz. bottle and sells at..... .....25 cents.
Surgeons' Liquid Soap costs 20 cents pint and sells at..... .....40 cents.
Tr. Cresoli Saponata N.F. costs 16 cents pint and sells at..... ...50 cents.
Disinfectant costs 5 cents pint and sells at..... .....25 cents.

The prices of the Surgeons' Soap and the Tr. Cresoli Sponata, being made to physicians.

Previous to making our own green soap the store in which I am employed disposed of five pounds annually. Since making it the sales have increased annually, so that we have sold between two and three hundred pounds during the past year and I believe the most profitable article in the store is soft soap.

Read before the New York State Pharmaceutical Association.

SURGEON'S GRIT SOAP.

A formula for Surgeon's Grit Soap is given by John K. Thum in the American Journal of Pharmacy. 500 gm. of stearic acid are heated in 500 cc. of cottonseed oil until completely dissolved. 150 gm. of sodium hydroxide dissolved in a litre of distilled water is then added and the whole is heated for 15 minutes, with constant stirring. Next 150 cc. of alcohol are added, and it is stirred until saponification is effected. This is recognised by the fact that the mixture becomes homogeneous. A litre of 20 per cent. sodium chloride solution is then vigorously stirred in. This is allowed to stand until hardened, when the alkaline liquid is drained off by punching a hole near the bottom of the soapy mass on one side. It is then washed two or three times with distilled water, melted, and while still on the fire is added 300 gm. of powdered pumice, which is thoroughly incorporated. While still hot it is poured into suitable moulds. In 24 hours the soap is hard enough for use.

POROSITY OF LIQUIDS.

It is rather difficult to imagine liquids as having pores, though this seems to be the case as shown by certain familiar experiments. When a certain amount of powdered sugar is slowly poured into warm water, the water will dissolve the sugar and seem to absorb it without increasing its volume. Similarly, when alcohol is poured into water, the resulting volume will be less than the sum of the two volumes.

For instance, if 50 parts of water and 50 parts of alcohol be mixed together, they will make only 94 parts. Apparently one of the liquids has entered into the "pores" of the other. This experiment as commonly performed in physics laboratories consists in putting measured quantities of the two liquids together, but the fact would be far more striking were it possible for students to see one of the liquids actually "soaking" into the other. This can be done in the following way : Take two glasses, one filled to the brim with water, and the other with alcohol. In order to show the effect to better advantage, color the alcohol with red ink. The glasses should not be over full ; that is, the surface of the liquid should not bulge above the rim of the glass ; When everything is ready place a sheet of paper over the glass full of alcohol, and with a hand on the paper to keep it down on the rim of the glass invert the tumbler, and the liquid will remain in the glass, owing to the air pressure on the paper. Now place the inverted tumbler over the glass full of water, and carefully draw out the paper. This can be done without spilling a drop of alcohol, and yet as soon as the paper is removed, the alcohol will commence to drop. Owing to the fact that it is colored, it is possible to see the alcohol actually "soaking" into the water, while tiny air bubbles that were formerly contained in the "pores" of the water rise slowly to the top of the tumbler. This will continue for some little time until a considerable air space forms in the top of the tumbler.—Scientific American.

KENT M'CLAIN AGAIN.

In making his recent store improvements, Mr. A. G. Hachmel, of Waterloo, selected the Pink Tennessee marble base case made by Kent-McClain (Toronto Show Case Co.) This all glass construction case, known as the "Roman," is the only perfect case for the purpose.

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
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Look!

Dr. Marshall's Catarrh Snuff. You ought to get this money and make the profit. Order it in cartons and display it.

It is Advertised in Many Canadian Papers.

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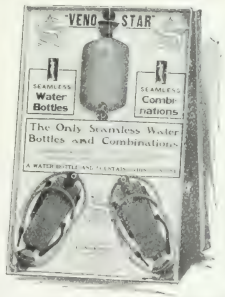
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REDUCTION IN PRICE



Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
1 oz.	$ 7.5	5 Gross
2 "	6.00	5 "
3 "	7.00	5 "
4 "	8.00	5 "
6 "	12.00	5 "
8 "	15.00	5 "
12 "	20.00	5 "
16 "	27.00	5 "
32 "	40.00	5 "

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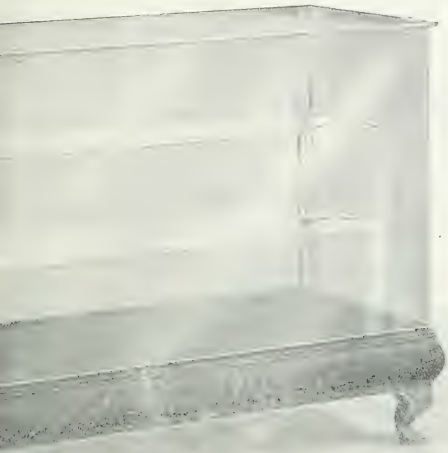
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Toronto Show Case Co.)

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Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

Robert Gibson & Sons, Limited

Medicated Lozenge Manufacturers

Carlton Works, Hulme, Manchester

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GIBSON'S

Cream Toffee

The most exquisite sweetmeat and popular Candy ever introduced. The sale of this candy is going up by leaps and bounds wherever it has been introduced, and is undoubtedly one of the most successful selling lines in the Trade.



GIBSON'S

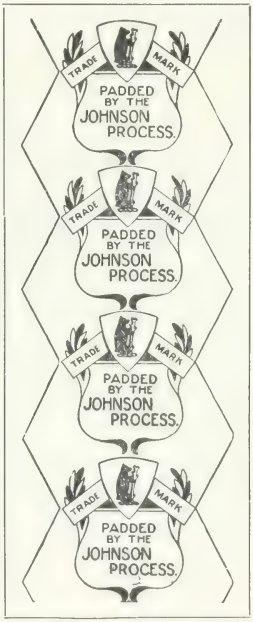
Cream Toffee

This popular Candy is put up in 5 lb. capsuled bottles, making an attractive show on the counter or shelves. Those chemists who have not tried them will do well to purchase from their wholesale dealers. Every wholesale Drug House keeps them in stock.

Gibson's whole line of Fruit Tablets and Medicated Lozenges are so well known and have gained so high a reputation in every English speaking country of the world, that little more can be said on them than is already known, but the cry must be, still they come.

WRITING TABLETS

Padded by the Johson Process



Facsimile of the Back.

If you are earnestly anxious to increase your trade, and ensure the satisfaction of your customers, we will tell you HOW.

BUY THE BEST

The Johnson Patent Process guarantees that every sheet may be removed from the tablet clean and free from gum, will not break nor tear away from the back. The quality of paper is of the best, and the price the lowest,—always.

If you are not familiar with this line, write us for samples.

WARWICK BROS. & RUTTER, LIMITED

MANUFACTURING STATIONERS

TORONTO

BRITISH MEDICAL ASSOCIATION MEETING AT BIRMINGHAM.

THE EXHIBITION.

The progress of pharmacy cannot always be gauged very accurately from day to day. It is only occasionally that we have an opportunity of measuring the forward movement which is always taking place, and this can be most conveniently accomplished when some exhibition of sufficient importance enables us to review the achievements of the year.

The exhibition of medical supplies and appliances in connection with the British Medical Association Meeting afforded such an opportunity.

It was held this year at the Bingley Hall Birmingham, and clearly demonstrated that the art of pharmacy, and the scientific research upon which that art is based, are rapidly advancing.

A novel and interesting feature of this year's Exhibition was the fine collection of medicinal plants, in the living state, which adorned the building. These were transported from the "Wellcome" Materia Medica Farm at Dartford, and included such indigenous plants as digitalis, belladonna, hyoscyamus, conium maculatum and artemisia. Less familiar are the beautiful cotton plant, a tall elegant shrub with exquisite pale flowers and glabrous leaves, and colocynth with its crinkly multified leaves, threadlike tendrils and globular fruit.

These plants are grown under ideal conditions, and the advantages of conducting a materia medica farm in connection with an efficient chemical laboratory, such as that of the "Wellcome" Chemical Works, have shown themselves to be many and obvious.

The splendid conditions of these plants indicates that on the practical and botanical side their growth has been efficiently cared for.

Messrs. Burroughs, Wellcome & Co. had an interesting display of pharmaceutical products, some of which are the direct result of specialized research.

"Epinine" is a preparation of special interest to the scientific chemist, since it is the result of the effort to build up, synthetically, a substance resembling in properties the suprarenal gland active principle. This has been done and "Epinine" has been found to produce the rise of blood pressure characteristic of the suprarenal gland active principle. Its action is equally marked in this respect and more prolonged.

Owing, also, to its synthetic base being crystallisable, "Epinine" can be more readily purified than the active principle of the natural gland. It is shown as a 1 per cent. solution in bottles, and prepared as a "Vaporole" product.

Another preparation which has come, as it were, out of the crucible into the pharmacy is "Lodal," a beautiful primrose yellow salt occurring either as a powder or in small acicular crystals. "Lodal" is chemically allied to hydrastinine and cotarnine and is the chloride of an alkaloid prepared by the oxidation of laudanosine in a manner analogous to the preparation of cotarnine from narcotine. It is easily soluble in water or alcohol and is coming into use therapeutically owing to its valuable styptic properties. It is prescribed in doses of one grain and is put up in "Tabloid" products of that strength.

The active principles of Ergot have engaged the attention of scientific investigators for many years, and some excellent work has been done in this connection in the laboratories of Burroughs, Wellcome & Co.

Researches in connection with the active principles of Ergot have enabled them to produce in "Ernutin" a standardised and exact solution of all that is most valuable to the physicians in this drug, excluding what is either inert or makes for uncertainty of action in the crude extract. This solution can be used either by the mouth or as a hypodermic injection.

"Ergotoxine" and "Tyramine" are other noteworthy preparations of ergot, the latter which represents the chief active ingredient of the watery extract is produced by the action of ferments on the amino-acid tryosine.

Pituitary Extract (Infundibular) "Vaporole" Brand contains a sterilised solution of the active principle of the pituitary gland, 1 c. c. is equivalent to 0.2 grammes of the fresh substance. This preparation is conveniently presented for intramuscular injection in the "Vaporole" container, and has proved very valuable in cases of shock and collapse.

Naturally such staple preparations as the "Kepler" Malt products, which, by the bye, sell well even during the summer months, were well to the fore.

Compressed surgical dressings, "Tabloid" Brand, both sterilised and unsterilised, were well represented. These compact rectangular packages are very convenient for storage and include absorbent wools, bandages, gauze and lint, both plain and impregnated with various medicaments such as Boric Acid Cyanide, Iodoform, etc.

KENT M'CLAIN AGAIN.

A second Liggett's drug store in Canada in Winnipeg has been installed by Kent-McClain (Toronto Show Case Co.). It is at 221 Yonge St., and is a close rival of the first at No. 106. Have you seen either? The latest and best ideas for drug store planning are there.

THE SALESMAN'S CREED.

To respect my profession, my company and myself. To be honest and fair with my company, as I expect my company to be honest and fair with me; to think of it with loyalty, speak of it with praise, and act always as a trustworthy custodian of its good name. To be a man whose word carried weight at my home office; to be a booster, not a knocker; a pusher, not a loafer; a motor, not a clog.

To base my expectations of reward on a solid foundation of service rendered; to be willing to pay the price of success in honest effort. To look upon my work as opportunity, to be seized with joy and made the most of, and not as painful drudgery to be reluctantly endured.

To remember that success lies within myself, in my own brain, my own ambition, my own courage and determination. To expect difficulties and force my way through them; to turn hard experience into capital for future struggles.

To believe in my proposition, heart and soul; to carry an air of optimism into the presence of possible customers; to dispel ill temper with cheerfulness, kill doubts with strong convictions and reduce active friction with an agreeable personality.

To make a study of my business or line; to know my profession in every detail from the ground up; to mix brains with my efforts, and use system and method in my work. To find time to do everything needful by never letting time find me doing nothing. To hoard days as a miser hoards dollars; to make every hour bring me dividends in commissions, increased knowledge of healthful recreation.

To keep my future unmortgaged with debt; to save money as well as earn it; to cut out expensive amusements until I can afford them; to steer clear of dissipation and guard my health of body and peace of mind as my most precious stock in trade.

Finally, to take a good trip on the joy of life; to play the game like a gentleman; to fight against nothing so hard as my own weakness, and to endeavor to grow as a salesman and as a man with the passage of every day of time. THIS IS MY CREED.—W. C. Holman.

MATHEMATICS OF SHOW WINDOWS.

If it could be shown that a window in the store had a positive relative value to the rent of the store, there would not be a man but would be working his show window overtime.

The space in feet of the show window is worth much more than the same space in another part of a store. It is held by some who pretend to know about such matters that the windows are held to be worth half the rental of the entire floor.

Such a valuable sum in arithmetic ought not to be ignored by the thinking merchant. It is entirely wrong to suppose that the same value is not to be placed on a window in a small place as in any large town. It is just as good relatively and will yield as much if used as it ought to be used.

Curiosity is a plant of hardy growth and it flourishes everywhere—and it is not found among ladies only; there is no more curious object than an idle man, who happens to be away from home. This is the state of the farmer when he comes to town. He will look in a window and see something he never thought of buying as a matter of the business that brought him to the town, and he will buy it. Such sales may be justly credited to the window and its influence. It is an unsalaried salesman.

The fact that the shops in the very large cities make such lavish use of the window space, and pay large salaries to competent men to dress them, ought to be reason enough to get busy with the advantages that your own store affords.

PREPARATION OF CARVACROLPHTHALEIN

Phthalic anhydride and carvacrol are heated at 100 degrees in presence of tin chloride for about two hours; the product, after washing with water, is dissolved in 5 per cent. soda solution, and the filtered liquid precipitated by five per cent. sulphuric acid. The separated carvacrolphthalein is crystallised from glacial acetic acid. It occurs in colorless crystals of melting point 246-247 degrees, insoluble in water, soluble in soda solution, with deep blue coloration. As a purgative it has advantages over phenolphthalein and thymolphthalein in that it is non-irritating and uniform in its action. As an indicator it may be used for alkalies in presence of carbonates. The substance is the subject of a German patent.—C. Ehrlich in Chem. Zeit. Rep.

MERCK'S MANUAL.

The house of Merck & Co., announce that in consequence of the demand for the fourth edition of Merck's Manual from all parts of Canada, they are now offering this valuable little book, which should be in the hands of every pharmacist at least, by sending the forwarding charges of 10 cents (in silver).

Any pharmacist, physician or chemist in Canada can receive a copy by making application and stating his profession, and enclosing the amount named.

It is a book of nearly 500 pages, and is replete with just such information as is needed by pharmacists and physicians.

CATALOGUE
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HOLIDAY GOODS

NOW READY!

Toys,
Dolls,
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Fancy Goods,
Smallware,
China,
Glass,
Earthenware

A 500 PAGE BOOK illustrating and describing the greatest range of Holiday Goods ever offered in Canada.

If you have not received a copy and handle Holiday Lines, write to-day.

Mention–The Canadian Druggist

NERLICH & CO., Toronto

52-54 Albert St. WINNIPEG
301 St. James St. MONTREAL
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Absolutely Sure!

Any Druggist, when he sells or recommends "Mecca" Ointment, does it with a certainty that his customers get full value for his or her money and they will come again and again for it. We will stand behind every jar. All Wholesale Drug Houses or

Foster-Dack Co.

Toronto and Chicago

We invite correspondence





IT HAS THE REPUTATION

If you will call our attention to your product you will not only make a friend but a steady customer.

Send for advertising matter. Bear in mind that we also manufacture the best rubber and leather cement

D. WATSON & CO., AGENTS

MONTREAL

PROFITABLE SIDE LINES

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The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

New Canadian Branch

SPECIAL OFFER

Having opened complete laboratories and office in Windsor, I want to make the following special offer to Canadian retail druggists :

Offer Continued Until

September 1st

I will give as a bonus on any assorted order amounting to $12.00, two dollars' worth of preparations free; 100 samples of Kosmeo Cream, Kosmeo Powder and Bonalaxa; 50 of my 64-page books on the complexion and hair (describing all my preparations) and in addition will address letters to 100 of your best customers inviting them into your store for the samples and books.

Terms 5% for cash in 30 days, freight or express prepaid.

Kosmeo Cream	**$4 20**
Kosmeo Face Powder (white, flesh & brunette)	4 20
Hair Restorer (name changed to hair color)	8 40
Bonalaxa, the bon bon laxative)	2 10
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugenie Enamel, white or flesh	8 40
Bath of Isis for the hands	2 20
Rose Bloom, liquid rouge pink and carmine	4 20
Snack Bonge for lips and cheeks	2 10
Canton Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygienic Skin Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat Al	4 20
Bleaching Cream	6 30

ADDRESS

Mrs. Gervaise Graham

46 Ouillette Ave., Windsor Ont.

Formulary

SWEET SOLUTION OF SENNA.

Alcohol, (90 per cent.) ..... 8 fluidounces.
Senna leaves..... .... 5 pounds.
Oil cinnamon..... .... 5 minims.
Oil coriander..... ....15 minims.
Oil lemon..... ....40 minims
Tincture ginger, concent .... 2 fluidounces.
Treacle..... ....30 fluidounces.
Distilled water to make .....80 fluidounces.

Prepare by maceration.

LINIMENTUM TEREBINTHINAE ACETICUM.

(Acetic Turpentine Liniment.)*

Limentum Album. Stoke's Liniment. St. John Long's Liniment.

Oil of Turpentine..... ..... . 200.00 C.c.
Oil of Lemon..... ..... 8.00 C.c.
Acetic Acid..... .... 40.00 C.c.
Rose Water..... .... 170.00 C.c.
Fresh Eggs, a sufficient quantity.

Triturate the content of one egg and the yoke of another with the oil of turpentine and the oil of lemon in a mortar until they are thoroughly mixed. Then incorporate the acetic acid and the rose water. Shake the mixture, whenever any of it is to be dispensed.

*Suggested by S. L. Hilton.

FERRUGINOUS COD LIVER OIL.

The use of iron soaps in combination with cod liver oil has been widely suggested in Europe as a means of exhibiting iron and an easily digested fat in one preparation. Feist and Auerhammer have offered the following formula for such a preparation :

Solution of ferric chloride.. 100 grammes
Alcohol... .... 30 grammes
Ether..... ... . 250 grammes
Linseed oil .... 140 grammes.
Solution of potassium hydroxide (25 per cent.)..... 107 grammes.
Cod liver oil, enough to make..... ....1,000 grammes.
Distilled water..... .....enough.
Dried Sodium sulphate.....enough.

Prepare a potash soap of the linseed oil, using the alcohol and a sufficient quantity of distilled water (similarly to the U.S.P. method for making soft soap). Dissolve this soap in 1500 grammes of distilled water; to this add the solution of ferric chloride diluted with 500 grammes of distilled water. Set this mixture aside for an hour, collect the precipitate, and dissolve it in the ether. Shake this solution with some dried sodium sulphate, decant, distill off the ether, and dissolve the iron soap in the cod liver oil.

EMULSIO MAGNESIAE, B.P.C. Emulsion of Magnesia.

Synonyms.—Lac Magnesiae; Magnesia Milk.

Magnesium Sulphate	18.00	3 oz. 262½ gr.
Solution of Potassium Hydroxide 132.75	26 fl oz.,264 m.	
Water, a sufficient quantity.		
Distilled Water.....to 100.00	to 20 fl. ounces	

Dissolve the magnesium sulphate in 200 (or 40 fluid ounces) of water, add in a thin stream of solution of potassium hydroxide previously diluted with 100 (or 20 fluid ounces) of water, and allow the precipitate to settle; pour off the clear liquid, wash the precipitate with distilled water until the washings are free from saline taste, then transfer the precipitate to a "chamois-skin" strainer, allow it to drain without pressing, and diffuse it in sufficient distilled water to produce the required volume. The product will contain about 18 grains of magnesium hydroxide in each fluid ounce.

Dose. 1 to 16 mils (or 1 to 4 fluid drachms).

SYRUPS IODOTANNICUS.

Iodotannic Syrup. (B.P.C.)

Iodine.....	1.00	70 grains
Tannic acid.....	1.00	70 grains
Alcohol.....	12.50	2 fl. ounces
Syrup, by weight	50.00	8 ounces
Syrup of Citric Acid, by weight..... .....to 100.00		to 16 ounces

Dissolve the iodine in the alcohol, add the tannic acid, and dissolve; then add the syrup and 30 by weight (or 4 4-5 ounces) of syrup of citric acid, heat the mixture nearly to boiling point until no free iodine can be detected by the starch test, allow to cool, and make up to the required weight with syrup of citric acid.

Dose—2 to 8 mils (or ½ to 2 floid drachms).

SYRUPUS MELLIS COMPOSITUS.

Compound Syrup of Honey.—(B.P.C.)

Oil of Anise...	0.02	2 minims
Oil of Peppermint	0.04	4 minims
Chloroform.....	0.02	2 minims
Camphor.....	0.02	2 grains
Benzoic Acid.....	0.09	8 grains
Alcohol.....	1.25	2 fl. drachms
Ipecacuanha Wine	2.50	½ fl. ounce.
Oxymel of Squill..... ...	40.00	8 fl. ounces
Syrup of Wild Cherry..	20.00	4 fl. ounces
Syrup of Balsam of Tolu..... .... to 100.00		to 20 fl. ounces

Dissolve the oils of anise and peppermint, chloroform, camphor, and benzoic acid in the alchol, then add the remaining ingredients.

Dose.—2 to 4 mils (or ½ to 1 fluid drachm).

SYRUPUS PINI.

Syrup of Pine.—(B.P.C.)

Oil of Pine.....	2.50	½ fl. ounce
Alcohol.....	25.00	5 fl. ounces
Tincture of Saffron.....	3.75	6 fl. drachms
Glycerin.....	25.00	5 fl. ounces
Syrup..... .... to 100.00		to 20 fl. ounces

Triturate the oil of pine with purified talc or kaolin, and add gradually the alcohol, tincture of saffron, and glycerin, previously mixed; then add the syrup gradually, stir well, and filter.

Dose.—2 to 4 mils (or ½ to 1 fluid drachm).

TERPIN HYDRATE—A PERFECT SOLUTION AND SATISFACTORY PREPARATION OF SAME.

From W. A. Hall, Newark, N.J.

The first request for a solution of terpin hydrate to be given in mixtures, etc., came to me about ten years ago, when a physician desired information on the solubility of same.

An emulsion, containing two grains to the fluid dram, was about the most satisfactory mixture we could obtain at that time. However, it set me experimenting with terpin hydrate, and finally resulted in the following formula :

Solutio Terpin, Hydrat, Compos.

Terpin hydrate, powdered	30 Gm.
Hot glycerin... 650	Cc.

Stir until dissolved. When partly cooled add:

Fluidextract with wild cherry bark.....	62.5 Cc.
Alcohol... 235	Cc.
Glycerin..... .... ad. 1000	Cc.

Dose—4 Cc. contain 0.12 Gm. (about 2 grains) terpin hydrate to be taken with water. To meet climatic conditions I found it advisable, however, to reduce the amount of terpin hydrate to 25 Gm. per 1000 Cc., the resulting preparation containing .4 (about 1½ grains) per 4 Cc. of terpin hydrate in perfect solution.

Codeine or heroin in the usual amounts are readily dissolved in the alcohol before adding to the mixture.

The Pharmacopoeia mentions the solubility of terpin hydrate in water (hot and cold), alcohol (hot and cold), ether, chloroform, and glacial acetic acid. Why not add the solubility in Glycerin and practical application of same ?—A. Ph. A. Bulletin.

BORAX TABLETS.

Borax tablets may be readily made according to the formula of Bourdet, which is as follows :

Borax..... 100	grams.
Sugar, powdered..... 900	grams.
Decoction of benzoin.....	15 grams.
Mucilage of tragacanth.....	25 grams.

Sufficient water is added to make a stiff paste, which is cut into 1000 tablets.

The mucilage of tragacanth of this formula is prepared from 1 part of tragacanth and 10 parts of benzoin decoction, for the latter 50 parts of benzoin being taken to 100 parts of water. Pharm. Zentralh.

SYRUP OF FENNEL.

The following is the formula of the first German pharmacopoeia :

Fennel seed, crushed.....	100 parts.
Alcohol (90 per cent.)...	50 parts.
Distilled water..... 450	parts.
Sugar, powdered. 650	parts.

Moisten the fennel with the alcohol, add the distilled water and allow to macerate 24 hours at a temperature of 15 to 20 degrees (59 to 68 degrees Fahrenheit). Express the liquid, mix with it 2 parts of filter paper, cut in small pieces, or rubbed to a pulp, heat to boiling, remove the scum and filter through paper. In 350 parts of the filtrate dissolve the sugar, heating to ebullition, and strain the hot syrup through flannel. The syrup should not be prepared in too large quantity, as it readily spoils.

NORWEGIAN WINTER COD FISHERIES.

Henry Bordewich, United States Consul General at Christiania, states that, according to the official statistics, the catch for the whole country up to June 10, 1911, as compared with the years 1909 and 1910 at the same date, has been as follows :

Cod, number ...	60,000,000	54,000,000	55,100,000
Medicinal oil, barrels .	41,499	39,975	49,083
Raw liver for mechanical ... barrels ...	13,188	17,205	26,861

The outcome is much above the average. The prices paid for the raw product have, nevertheless ranged quite high. The catch in the Lofoten Islands, which begins in January and closes about the middle of April, did not give as satisfactory results as formerly, neither did the catch along the west coast from Aalesund north come up to the average, but the fisheries in the extreme north along the shores of Finmarken, gave better returns than in any previous year. It is customary for a large number of the fishermen, after the fish have left the banks around Lofoten, to go to Finmarken, where they stay till the close of the season.

SUPPLY OF GUM TRAGACANTH.

Writing from Mersine, in the Turkish Province of Adana, U.S. Consul Nathan says : "The quantity of gum tragacanth produced was somewhat larger than anticipated, in all about 200 tons. The quality, however, was greatly impaired by the late spring rains, which washed the loose soil scraped from about the base of the plant upon the exuding gum, thereby greatly discoloring it. The result was the production of a large quantity of yellow gum and a very small quantity of the white gum known to the trade as fiore, which is the quality preferred in the United States. Prices for the latter were consequently very high, or about 53½ cents per pound, as compared with 16 cents per pound in 1909. Yellow gum sold as low as 23½ cents per pound. While much of the gum tragacanth is exported via Constantinople, the exports from Mersine were valued at $65,054.

If business is good, smile ; if rotten, smile. It doesn't cost anything to be pleasant, and it sure helps business.



The gum that is good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

Fancy Goods, Stationery and Sporting Goods

ANOTHER AMERICAN INDUSTRY FOR CANADA.

The trade have been advised of the taking over by the A. J. Reach Co., of Philadelphia, of the only Canadian factory equipped for the making of complete lines of baseball gloves and mitts and other sporting goods requisites.

The Reach factory in Philadelphia is one of the largest institutions of its kind in the world and they are making at the present time of a tremendous quanitiy of baseballs and ball requisites.



"Reach" Glove, No. 02, sold last season at $33.00 per doz. to the trade and which for 1912 costs $24.00 per doz. Retails at $3.00 each.

It is, therefore, a striking testimony to the importance of Canada as a baseball country that this large American concern should have seized upon the opportunity to secure the only factory in this line which has ever successfully operated in Canada.

Many years ago the late Wm. Challenger started a factory for the making of leather goods, gloves, mitts, etc., in the old Arcade, on King Street, Toronto. Like many other industries, the Challenger business had to buy its experience as it went along, but by his industry and the support of the Fancy Goods Company, one of the largest distributors of sporting goods in Canada, his business was finally firmly established so as to take its place in competition with what the market offered.



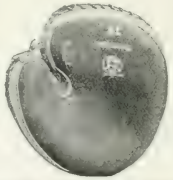
"Reach" Glove, No. 57, sold to the trade this last season at $19.20 doz. and which will retail next season for $1.50 each. Costs the dealer $12.00 doz.

Meanwhile during the past season the Reach line was taken up by the Fancy Goods Company and by reason of their progressive policy already demonstrated in various ways in the past, they became during the first season, the largest distributors of the "Reach" line in Canada.



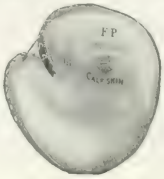
"Reach" Glove, No. 106, which cost the trade $12.00 doz. last season and which will retail in 1912 at former wholesale figure, costing the dealer $8.00 per doz.

Naturally upon the death of the founder of the Toronto factory above referred to the Reach people took over this infant Canadian industry. They intend to operate this as a branch factory, and have equipped it with the latest devices, making it as complete an institution of its kind as may be found anywhere.



"Reach" Mitt, No. BX, which sold to trade last season at $12.00, costs now $28.00 and retails for former wholesale figure.

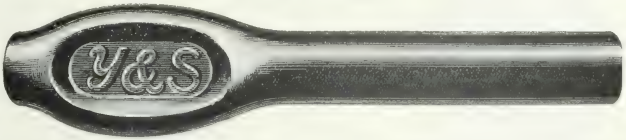
In the past a great many lines of baseball goods have had to be imported from the United States, selling at advanced prices equal to the amount of the duty over the prices attaining for the same articles in the United States. It should



"Reach" Mitt, No. F.P., cost dealers $12.00 doz. last season, costs for 1912 $8.00 doz., retailing for $1.00.

Y&S

Stick Licorice



M & R Wafers in 5c muslin bags.
Licorice Lozenges in 5 pound tins.

Acme Pellets in 5 pound tins.
Softmints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum.

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

PRIVATE XMAS CARD

BOOKS

Are Now Ready!

Shall We Send You Samples?

If you haven't placed your order for ALL your requirements in Christmas Cards, Christmas and New Year Post Cards, Calendars, Etc., we can sell you Jobs which in this case is regular stock over and above our import orders.

Done up in Parcels of $20, $50, $75 and $100

How much can you use?

MENZIES & COMPANY, Limited

152-154 Pearl St. TORONTO, ONT.



FINEST

ESSENTIAL OILS

For Medicinal Purposes
GUARANTEED. B.P. 1898 TEST

BUSH-OTTOS

Perfume Ottos in Concentrated form, 1 per cent. solution makes finest perfumes.
Simply reqires dilution.

OLEO RESINS

FRUIT FLAVORS

FRUIT SYRUPS

Depot for
POTTER & MOORE'S
MITCHAM LAVENDER WATER

W. J. Bush & Co

LIMITED
of London, England

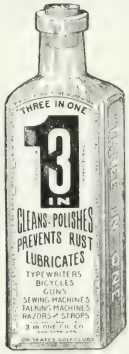
490 ST. PAUL ST. MONTREAL

Toronto Winnipeg Vancouver

have a very important effect on the trade at retail, if, as is understood, the Reach line is to be sold at prices retail, in the majority of cases at exactly the same prices as the same articles are sold for in the United States.

The Fancy Goods Company of Canada, Ltd., are out with the new "Reach" line. Their connection with the new industry as the principal distributors of its products will inspire the confidence of the trade and incline all to support this reorganized Canadian Industry.

"THREE IN ONE" OIL.



"Three in One" oil, a bottle of which is illustrated here, is a line which should be in the hands of every Druggist and Stationer. It is an excellent typewriter oil which can be used for a hundred other purposes. It cleans and polishes, prevents rust, and lubricates; will not collect dust or turn rancid. "Three in One" oil is free from grease and acid, just pure oil. A big bottle costs but a little, and a little lasts long. Write Buntin, Gillies & Company, Limited, Hamilton and Montreal, for further particulars and price.

AN ELECTRIC WATER HEATER.

As will be seen by an advertisement elsewhere, the National Stamping and Electric Works, Chicago, are bringing to the notice of the trade through our columns their instantaneous Superior Electric Water Heater. This heater is one of the latest electrical appliances, and is constructed to operate from an ordinary electric light socket and to deliver hot water instantly, and can be turned off and on the same as an incandescent light. Within thirty seconds of turning the switch you have hot water without smoke, odor or danger of fire.

Our readers will do well to write at once to the firm in order to get full particulars of this heater.

FIXTURES THAT SAVE SPACE.

The fall season is the one that taxes the capacity of every dealer's space. It is almost impossible to find room to properly display the staple lines of stationery, books, etc., during the holiday season. Tables consume a great deal of floor space and afford but little display and no place to carry reserve stock. We illustrate below a fixture that seems to be immensely practical and a great space saver.



This cabinet combines the stock and display on one fixture. The brackets on the outside of the four doors hold any size package of stationery, books, memorandum books, tablets, etc. The surplus stock is carried on the inside shelves.

This fixture can be used in displaying almost any line of goods sold in the drug store, while it occupies only about 2½ square feet space, it holds as much stock as can be carried on a table 12 or 15 feet long.

This Fixture is made by the Gier and Dail Manufacturing Company, of Lansing, Mich., who make more than 100 different styles of these fixtures for magazines, books, stationery, post cards, etc. A complete catalogue will be sent to any druggist in Canada upon request.

TO PREVENT "MISTING" OF EYE-GLASSES.

The following method is suggested:

Potassium oleate..... 2 ounces
Glycerin..... 1 ounce
Oil of spike lavender..... 1 dram.

Beat the oleate into a paste with the glycerin, and incorporate the oil.

If sodium oleate be used a stiffer product results.

WE MAKE FIXTURES



No. 251
Stationery, Books, Sundries.
Brackets are adjustable to any size package.

For the goods that you have never known where or how to display, the lines that you have had to keep stored away in cupboards or cases where they were never seen or sold. Our fixtures are so constructed that you display the goods on the outside and carry the stock on the inside, thus saving every inch of space to the best advantage. One of our cabinets occupying two square feet of space will display and carry as large a stock as can be carried on a table 10 feet long. Over 100 styles for stationery, magazines, books, etc.

Write for Catalogue.

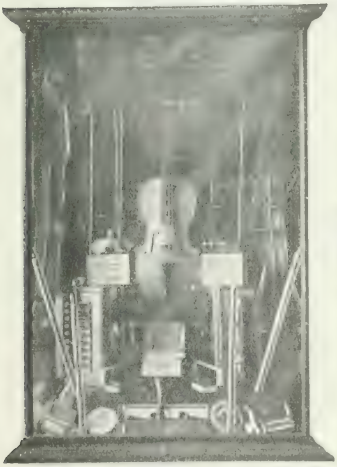
—The—

Gier & Dail Mfg. Co.

Lansing, Mich.



Lansing Carry-All Cabinet, 5 sizes.
Each pocket holds 25 magazines fed forward by automatic arms.



This Assortment Should Interest You!

Here is a small and well selected assortment of Musical Instruments supplied in a Show Case that is attractive and durable. These different lines sell readily and yield a good profit as reference to the following list will show.

Contents of Williams Show Case Outfit No. 1:

		RETAIL PRICE:				
1 Violin		$ 3.50			Forward	$43.75
1 "		6.00	12 E Violin Strings		at 5c	.60
1 "		13.50	12 " "		at 10c	1.20
			30 " "		at 15c	4.50
1 Accordeon		3.00	16A " "		at 15c	2.25
1 "		3.00	10D " "		at 15c	2.25
			12G " "		at 10c	1.20
6 Met. Flageolets	at 30c	1.80	1 Violin Tailpiece			.15
2 Jews Harps	at 05c	.06	1 "	"		.20
1 "	at 20c	.40	1 "	Bridges	at 5c	.15
			6 "	Pegs	at 10c	.60
2 Harmonicas	at 25c	.50	1 "	Rosin	at 15c	.15
1 "	at 75c	3.00	1 "	"		.25
2 "	at 25c	1.50	1 "	Chin Rest		.50
Violin Bows	at 1.00	3.00		Total		$78.15
1 "		1.50		Show Case		18.00
		13.75		Retail Value		$43.75

Trade Price--Case and Contents, $32.50

The Case is made of selected birch, finished in oak or mahogany. The front and sides are of glass and the back is a large door.

Dimensions—height, 36 in.; width, 26 in; depth, 20 in.

We are Edison Distributors for Canada. If you want to know about the great possibilities which lie in the Edison line, write to-day.

Our latest catalogue, the largest and most comprehensive published on this continent, is now ready. Send for it. Address Dept. "Y."

THE R. S. WILLIAMS & SONS CO. LIMITED

Winnipeg Calgary Montreal Toronto

OPTICAL NEWS.

The Pan-American Optometrical Convention, convened under the auspices of the Optometrical Association of Ontario, opened a two days' convention in St. James Hall, Toronto, on Thursday, September 7th. The convention was well attended by opticians and optometrists from different parts of the United States and Canada, and as the popular Mayor Geary of the city of Toronto was announced to open the convention, a large number of ladies were also present at the opening meeting, which took the form of a social evening with addresses, songs, organ recitals, etc.

Mayor Geary was unfortunately unable to be present owing to important matters connected with the city water system, but sent his deep regrets and wished the delegates a hearty welcome.

The real work of the convention was not taken up until the following day, and the time pieces of the reporters recorded hours well on into the night before the last meeting of the convention concluded.

Greetings were received from a large number of associations and practitioners throughout the United States and Canada, and matters for the consideration of the convention received from the States of Massachusetts, North Dakota, Idaho, New York, Florida and the Provinces of Quebec, Saskatchewan and Ontario.

Communications from the American Association of Opticians proposing an affiliation of the Optometrical Association of Ontario with that body were read, and a copy of the constitution of the American Association was also placed on the table. The following resolutions were passed by the convention :

That the interchange of patients between individual members of each Association and neighboring Associations be recommended.

That a candidate for optometrical education must first pass the High School examination which is equivalent to the Regents examination of the State of New York.

That a universal standard of examination be set to be passed by all applicants for membership to each Association, and the members of one Provincial or State Association be allowed to register and practice in other Provinces and States without the formality of a further examination.

That this convention expresses itself as favorable to a minimum price list arranged on the basis of the nature of the condition of defects corrected.

That we wish to express our hearty endorsation of legislation to govern the practice of optometry.

That optometrists and opticians throughout America send opinions and suggestions regarding professional ethics to the President of this convention, and that the same be submitted to a further convention and adopted as a book of rules governing the carrying on of the practice of optometry.

Dr. W. J. Harvey, of Toronto, was elected President, and Dr. W. E. Fannon, Toronto, Secretary.

FINDING THE OPTICAL CENTRE.

In order to locate the optical center of a lens the latter should be held about 12 inches from the lines crossing each other at right angles, says The Goldsmith's Review. The observer then moves the lens from side to side, until the lines appear continuous inside and outside the lens, and when such is the case, the point of intersection of the lines will mark the optical center, which can be located by means of a dot of ink or a grease pencil. The principle underlying this experiment is that the lens, is spherical, virtually consists of innumerable prisms, whose base apex lines all cross the optical center, and since any line parallel to the base apex line of the prisms is undeviating, it follows therefore that if the cross lines above described are not displaced their intersection must coincide with the optical center. A similar reason applies to the case of a sphero-cylinder, the only difference being that the optical center is the result of the intersection of the base apex lines in both the sphere and the cylinder, those in the sphere radiating from the center, while in the cylinder they lie parallel to each other in a direction at right angles to the axis. In fact, it is more accurate to say that the cylinder has an optical "line" rather than an optical center, seeing that no refraction occurs at any point along the axis.

PHARM. ASSOC. OF PROVINCE OF QUEBEC

The Major and Minor examinations, which have been in progress in the Montreal College of Pharmacy building since Monday the 25th inst., finished on the 28th inst.

Fifteen candidates presented themselves for the Major and seventeen for the Minor, of whom the following passed in order of merit :—Majors—Messrs. H. N. Holland, A. Lanouette, and Hormisadas Granger.

Minors—Messrs. Ernest Deguire, J.L. Tellier, W. J. Casey, Jos. Emile Couture, Antonio Dupuis, Jos. DesRosiers, Ernest Allard, Chas. Drouin, Jos. Astroff, J.A. Leclerc, Ernest Theoret.

The examiners were,—M. M. A. B. J. Moore, H. Lanctot, W. H. Chapman, Montreal ; H. Willis, Quebec ; O. St. Amour, Ste Agathe des Monts, and Arth. Farley, Hull, with M.M.J.E. Tremble, President, and S. Lachance, Secretary.

J.E.R&Co

Do You Want Window Letters?

White Enamelled Copper
Gold Brilliant (For Inside Fixing)
Convex Gold Glass

Brass Plates, Glass Signs, Etc., Etc.

—WRITE

J. E. Richardson & Co.
147 Church St. Toronto, Ont.

"Things Different" in "Likely Things"



Nifty Post Cards and Folders

The same *high level* sort that force themselves upon the patrons of YOUR store.

Postals with a calibre that you feel you are doing your clients a kindness to put in—yourself a profit.

Cards with a beauty that they are a decoration as well as attractors to YOUR store.

Prices about the same as most good cards that sell at 2 for 5c, 5c and 10c, but the worth is in them—the zip is there—the beauty contained in them often costs more than most even high grade cards do. But our cards have the "rounded off corners" They're finished in detail—they have merit—are *"Things Different in Likely Things,"* and until you try them your assumption as to their saleable qualities is "guesswork"

Send us an order for $15 00, $25 00, $35 00 or $50 00 and try them out. We'll prepay your opening order if you will mention The Canadian Druggist—and we'll do more—take them back if you're not satisfied

Try the cards—try us—for we can be of use to you in your Sundries, as well as Stationery.

The Sutcliffe Co.
77 York Street TORONTO, Can.

"Things Different" in "Likely Things"

Pepto-Mangan (Gude)
(Reg. U.S. Pat. Off.)

is ***the one and only*** absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also ***the one and only*** preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is **our exclusive property.** We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

Specially Suitable for the Canadian Climate



BEETHAM'S
La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Winds, Sun and Hard Water, and prevents Roughness, Redness, Irritation, Tan, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition during the hottest summer

It is a Perfect Protection to the Skin during All Summer Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses)

SAL HEPATICA

REVISED PRICES FOR CANADA

Small	size, per doz.,	$2.85
Medium	" "	6.80
Large	" "	14.50

$20.00 lots less 5 p.c. trade discount
50.00 lots less 10 p.c. trade discount
Terms, 5 p.c. 30 days



BRISTOL-MYERS CO.
277-281 Greene Ave.
Brooklyn New York

Canadian Agents
LYMANS, LIMITED, Montreal
THE LYMAN BROS. & CO., Limited, Toronto

GASTROGEN TABLETS

A Naturalizing Digestive

$4.00 per doz.

Through Jobbers



BRISTOL-MYERS CO.
277-281 GREENE AVE.
BROOKLYN NEW YORK

CANADIAN AGENTS
LYMANS, LIMITED, Montreal
LYMAN BROS. & CO., Ltd., Toronto

PURE LICORICE

"LYMAN BRAND"

4s 6s 8s 12s 16s

In 5 lb. Boxes.

Price: 32c lb.; 5 lbs., 30c lb.; 10 lbs., 28c lb.;
25 lbs., 27c lb.; 50 lbs., 26c lb.;
100 lb. lots, 25c lb.

The Lyman Bros. & Co. Limited, Toronto

Wholesale Druggists

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A Chantler & Co.,
Toronto.

Douglas & Ratcliff
Limited

"The Paper Men"

TORONTO, - ONT.

Toilet Paper
Soda Straws
Sea Island Twine
Drug Paper
Seidlitz Powder Papers

SERVICE, OUR STRONG POINT.

Trade Notes

ALBERTA.

Bruce Drug Co., of Calgary, Alta., have sold their business.

M. Pringle is opening a new drug store at Medicine Hat, Alta.

Lemoix Tice has opened a new drug store at Rivierre Qui, Alta.

J. D. McCrostie, druggist at Grassy Lake, Alberta, died recently.

The Lacombe Drug Co., Ltd., Lacombe, Alta., has been incorporated with a capital of $10,000.

BRITISH COLUMBIA.

Belfrey & Stewart have opened up a new drug store at Vancouver, B.C.

C. R. Macdonald, druggist at Revelstoke, B. C., is erecting a new two-storey building.

C. C. Chittenden, Penticton, B.C., has enlarged his store and added a stock of jewelry as a sideline to his drug business.

The firm of H.W. Ferguson & Co., druggists, Vancouver, B.C., have dissolved, Mr. J.E. Ferguson withdrawing.

The Mann Drug Co., Grand Forks, B.C., whose store was recently destroyed by fire, has opened again in temporary premises.

MANITOBA.

R. D. Bruce has disposed of his branch drug store at Winnipeg, Man.

A. Hanna has purchased the drug business of R. W. Mills, Elstow, Man.

G. S. Murray has purchased the drug business of F. Arthur, Redvers, Man.

Carmichael & Saunders have opened a new drug store at Strome, Man.

W. McCullough has succeeded Colclough & Co. in the drug business at Winnipeg, Man.

Wallace Lamont, of Portage La Prairie, Man., is opening a new drug and stationery store at La Pas, Keewatin.

NOVA SCOTIA.

H. Gaskins has purchased the drug business of H. Smith, Sydney, N. S.

H. Gaskin has purchased the drug business of H. L. Smith, Sydney, N.S.

The Middleton Pharmacy Co. has taken over the business of Dr. W. F. Reid, of Middleton, N. S. Mr. H. Beaton will be in charge.

ONTARIO.

L. R. Harvey, druggist at Rodney, Ont., has sold his business.

The Brechin Drug Co., of Brechin, Ont., suffered a loss by fire recently.

Fred Vicars has taken over the drug business of J. Smith, Fenelon Falls, Ont.

Dr. Standish has purchased the drug business of H. Smith, Wallaceburg, Ontario.

Chas Narroway has purchased the drug business of A.L. Cook, Brampton, Ont.

F. J. Faed, druggist at Brechin, Ont., had his business partially destroyed by fire.

The Grassel'i Chemical Co., Ltd., has been incorporated with head office at Hamilton, Ontario, capital $250,000.

QUEBEC.

The Aurora Chemical Co., has been registered as doing business at Quebec, Que.

Vezina & Co., manufacturers of Pharmaceutical products, at Montreal, Que., have dissolved partnership.

SASKATCHEWAN.

The Sedley Drug Co., Sedley, Sask., has dissolved.

J. E. Robertson, druggist at Craik, Sask., died recently.

C. H. Wilson, of Wolseley, will open a drug store at Melville, Sask.

W. Harkness has purchased the drug business of E. Stewart, Rouleau, Sask.

M. McDonald has taken over the drug business of W. J. White, Forget, Sask.

J. A. Robertson has taken over the drug business of J. Simons, Crook, Sask.

B. D. Ward has purchased the drug business of R. E. Monteith, Balcarresd, Sask.

M. H. McDonald has taken over the drug business of W. J. White, Forget, Sask.

E. P. Stewart has taken over the drug business of W. A. Harkness, Rouleau, Sask.

The drug business of W. M. Van Valkenburg, Limited, Regina, Sask., has been amalgamated with the Regina Co., Limited, and business will be carried on under the name of the latter. Mr. W. M. Van Valkenburg will manage the drug department.

PERSONALS.

R. H. Nixon, druggist, of Georgetown, Ont., was married August 23rd to Miss M. S. Wilkinson, daughter of Mr. W. W. Wilkinson, Cheltenham, Ont.

Mr. B. C. Roger, druggist at Ottawa East, was united in marriage last month to Miss Jane Baskerville, of Ottawa South.

Mr. Basil Shaw, of the staff of Lyman Bros., & Co., Limited, was married on Tuesday, Sept. 19th in St. Stephens Anglican church to Miss

Mabel Cully. They have taken a boat trip down the St. Lawrence.

Mr. Isaac Adams, City traveller for The Lyman Bros., & Co., Ltd., was married in Bond Street Congregational Church on Wednesday, Sept. 20th, to Miss Winnifred Smith. The honeymoon is being spent in Muskoka.

We heartily wish all these gentlemen and their wives every happiness that can be expected in this world.

The editor congratulates his old preceptor, Mr. B. A. Mitchell, London, Ontario, on his obtaining his eighty-seventh birthday. We are glad to know Mr. Mitchell is enjoying his good health and still as active as ever.

KENT-M'CLAIN AGAIN.

Mr. F. A. Jacobs' new interior outfit for his store at the corner of Broadview and Gerrard St., this city, has just been completed. It is another of Kent-McClain's (Toronto Show Case Co.) beautiful mahogany designs with all details such as metal drawers, etc. It should be examined by any druggist who is thinking about fixtures.

"PROPOSED BILL," OPTOMETRICAL ASSOCIATION OF ONTARIO.

His Majesty by and with the advice and consent of the Legislative Assembly of the Province of Ontario enacts as follows :—

1. This Act shall be known as the Optometrical Act and shall apply to the practice of optometry in this province.

2. An Optometrist within the meaning of this Act shall be one who measures the eye's refraction, one who is proficient in the science and art of employing various mechanical methods of measuring the optical state of the eye, and correcting the same by means of glasses or lenses, and not by drugs or surgery.

3. The Optometrical Association of Ontario, incorporated by the Government of Ontario, under the companies' Act, on the second day of December in the year of our Lord one thousand nine hundred and nine, and in the ninth year of the reign of his Majesty Edward VII. is hereby continued.

4. The Optometrical Association shall have power to acquire and hold real estate to the value of five thousand dollars.

BOARD OF COUNCIL.

5. There shall be a Board or Council of the Optometrical Association, composed of five members elected as hereinafter provided, who shall hold office for five years, and who shall have power to grant certificates of competency to practice the profession of Optometry and the right to be registered as such, as well as conduct all examinations, subject to the conditions of the Act and the signature of the Provincial Secretary. The first named member of the Board shall be its President.

6. The fee for examination prescribed shall be ten dollars, payable in advance, to the Secretary of the Optometrical Association, and for a certificate of exemption, five dollars.

CERTIFICATE OF COMPETENCY.

7. The Board shall meet twice annually in the months of June and December at such place as they may select, the meeting to be advertised in the "Ontario Gazette" and two leading daily papers of the Province, for thirty days previous to the time of meeting. Special meetings, when necessary, may be provided for.

8. The Board shall, subject to the endorsement of the Lieutenant Governor in Council, prescribe from time to time, the subjects for examination which candidates for certificates of competency and provincial license shall pass.

9. Five cents per mile and five dollars per diem shall be the remuneration for attendance at examinations by each member of the Board or Council.

10. The actual expenses of said Board or Council shall be paid out of the funds received, as herein mentioned, and in no event shall such expenses be a charge against the Public Treasury.

WHO MAY APPLY FOR CERTIFICATES.

11. Subject to rules and regulations of the Optometrical Association of Ontario, the following shall be eligible to apply for certificates of competency and registration :

(a) Any person who was on the first day of January, 1911, or before, practicing Optometry in Ontario, the same being a British subject and of the full age of twenty one years.

(b) Any person who holds a diploma from a recognized, reputable Ophthalmic, Optical, Optometrical or Ophthalmological school or college with at least a three months' attendance course.

(c) Any person who has passed the junior matriculation examinations, as demanded by the Ontario Department of Education, and shall have attended some college in Ontario teaching refraction.

REGISTRATION.

12. The registrar shall keep a register in accordance with the provisions of this act, in which shall be kept the names and addresses of all licensed to practice Optometry in this province together with the number of the license issued to the same.

Any person passing the required examination of

OPTICAL EDUCATION, BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

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Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

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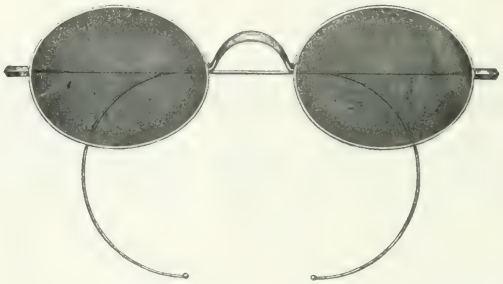
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Packed in boxes containing 3 dozen 1-lb. packets.

the Board or Council of the Optometrical Association, shall be entered in such register, and shall thereby become a member of Optometrical Association, and shall be entitled to Registration as an Optometrist in this province, on payment of the fees, exacted by this Act.

13. On registration, each person shall be furnished with a license to practice Optometry in Ontario, on the payment of five dollars at the time such license is issued, and an annual fee thereafter of two dollars, one dollar of which shall be the fee of the Provincial Secretary, the other, that of the Optometrical Association of Ontario.

14. Any registered Optometrist, practicing Optometry, away from his usual place of business, shall deliver to the customer or person fitted with glasses, a bill of purchase, which shall contain his signature, his post office address and the number of his certificate of registration or exemption, together with a specification of the lens and frames, or mounting supplied and the prices charged for. Each person registering, shall display the license issued in a conspicuous place.

EXEMPTIONS.

15. Nothing in this Act shall apply to physicians, surgeons and occulists, practicing under the Ontario Medical Council license. (a) Nor shall it apply to manufacturers of spectacles, lenses, glasses, frames or any other apparatus or device connected with the making of complete glasses or spectacles for the trade. (b) Nor shall this Act in any way affect wholesalers of glasses, spectacles, frames, lenses or any other optical device or apparatus, in selling such goods to the trade or profession by wholesale.

Nor is the Act intended to apply to retail merchants, selling frames, glasses, spectacles or lenses, as merchandise, without using test of any kind or character, but selling such merchandise purely on the personal selection of the purchaser. (d) Nothing whatever in this Act shall apply to any person who, previous to January, 1911, practiced Optometry in this province, or commenced a course of study in an Optical, Optometrical or Ophthalmological school in the province of Ontario, having a regular attendance course.

(e) All Optometrists entitled to exemption as herein provided, shall make application for same within six months after the passage of this Act.

16. This Act shall come in force within six months, after its passage.

PENALTIES.

17. No person not a holder of a certificate of registration, or exemption, duly issued and recorded as herein provided, shall practice Optometry within this Province, after the passage of this Act.

(a) No person shall falsely personate a registered Optometrist of a like or different name, nor buy, sell or fraudently obtain the certificate of registration or exemption, issued to another.

(b) Practicing or offering to practice, or the public representation of being qualified to practice Optometry as herein provided, shall be considered sufficient evidence of a violation of this Act.

(c) Only such as are registered and licensed under the provisions of this Act, shall be entitled to call themselves Optometrists in the Province of Ontario.

(d) For conviction or violation of this Act, or any part thereof, by any member of the Optometrical Association of Ontario, the penalty shall be the forfeiture of all rights and privileges under the same, and the cancellation of the provincial license.

(e) On conviction for violation of this Act, by one, not a member of the Optometrical Association of Ontario, the penalty shall be a fine of not less than twenty-five dollars, not more than one hundred dollars for the first offence, and for the second offence, a fine of not less than fifty dollars nor more than one hundred, and for the third offence, a fine of not less than one hundred dollars, with a term of imprisonment of not less than three months, nor more than six months, or both.

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COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualification, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1000 to $5000, also know of a number of good openings for Doctors to handle drug store and practice combined.

WRITE US

DRUG REPORT.

Business during the past month has been fairly active. There have been several advances in values, and, according to the report of those who are in touch with the market, the end is not yet.

Opium, Morphia and Codeia are considerably higher.

Dionin has been advanced by manufacturers.

Golden Seal Root, Hydrastin, Santonine, Linseed Meal, Linseed Oil, Ergot, are higher.

Sugar of Milk has been considerable advanced by the manufacturer. It has been running at a very low price for a long time.

All druggists confectionery, Peppermint Lozenges, Horehound and Rock Candy, on account of continued rise in price of sugar, are much higher.

Pure Beesewax is higher on account of scarcity.

Honey is bringing a higher price this season.

Acid Salicylic, Salicylate of Soda, Oil of Wintergreen, Synthetic, have all been advanced by the manufacturers about 10c. per lb.

The general opinion seems to be among those who know that although prices are higher the articles are still good value.

It was definitely decided at a special meeting of Board of Directors of E. W. Gillett Co., which was held in Toronto on June 27th, that their new plant consisting of five or six structures will be erected in that city on the property known as the old baseball grounds in Parkdale. Until this meeting it was uncertain whether this industry would remain in Toronto or go elsewhere.

KENT-M'CLAIN AGAIN.

Messrs. Dickinson & Troy, of Newcastle, N.B., in making some recent store changes have provided for their tobacco and cigar section by installing Kent-McClain's (Toronto) Show Case Co.'s "Honduras." It is the only proper way. The Honduras is the only properly and perfectly constructed case of its kind.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE.

Hygienic Rubber Goods of description supplied by the importer. F. K. Bayer, Folis Block, Burrows Avenue, Winnipeg. Price list post free on application.

Drug business in Niagara Peninsula. Twenty-five miles east of Hamilton. Town of 600, very large populous territory tributary. No opposition. $1,000 cash will handle. A snap. Address box 8, Canadian Druggist, Toronto.

REPRESENTATIVE WANTED.

A prominent British firm of Metal and General Merchants and Agents are about to open a branch office in Montreal or Toronto, and invite applications from those qualified to take charge. A young man with good connections is desired. One of the principals intend to visit Canada shortly to interview applicants. Meantime please write in confidence, stating age, salary required, and full particulars of experience to "L. M. T.," care Davies & Co., Advertising Agents, Finch Lane, London, England.

SITUATION WANTED.

Lady with year and a half experience in drug store wishes a position in Alberta or Saskatchewan. Best of references. Apply box L., Canadian Druggist, Toronto, Ontario.

SITUATION VACANT.

WANTED.

A Canadian Graduate of Pharmacy to call upon physicians throughout Canada with a leading line of pharmaceutical specialties. Apply A. E. H., P.O. Box 1120, New York City.

Prices Current and Index of New Remedies

Prices given below are actual values for small quantities ruling in the Canadian Market to-day. Quotations are subject to change without notice. Physicians must expect to pay an advance on prices reported, since these values are actually charged to the trade, and do not cover expenses of any kind.

Acetamide, oz. ..... $ 8 00
Acetone, C. P., lb. 75
" " Commercial, lb. 45
Acid, Acetic, H.P., lb. 15
" " Acetic, 99½ per cent., lb. 50
" " Acetyl Salic., oz. 18
" " Arsenious (Arsenic), lb. 15
" " " (pure), oz. 10
" " " (Red Lump), oz. .. 05
" " Benzoic, from Gum, oz. 15
" " Benzoic from Toluol, oz. 10
" " Boracic Crystals, lb. 12
" " Boracic Pulv., lb. 12
" " Butyric, oz. 25
" " Cacodylic, 5 grain bot. each 20
" " Camphoric, oz. 55
" " Caprone, oz. 2 50
" " Carbolic, 1 lb. bots. 30
" " Carbolic, 5 lb. tins, lb. 22
" " Carbolic, 10 lb. tins., lb. 20
" " Carbolic, crude, opt., gal. 1 00
" " Carbolic, crude, Com'l gal. 75
" " Cetraric, 15 grain bot., each 80
" " Chloroacetic, oz. 50
" " Chromic, Pure Cryst., oz. 10
" " " Highly Pure Cryst. oz. 50
" " Crysophanic, oz. 55
" " Cinnamic, oz. 50
" " Citric, lb. 50
" " Citric, pulv., lb. 52
" " Crayilin, oz. 25
" " Dichloracetic, oz. 1 00
" " Fluoric, 1 lb. bots. each 1 00
" " Fluoric, ½ lb bots., each 60
" " Fluoric, ¼ lb bots., each, ... 35
" " Fluoric, oz. 10
" " Fluoric, C.P., lb. 1 40
" " Formic, 1-20 oz. 10
" " Fumaric, oz. 3 00
" " Gallic, oz. 08
" " Glycerino, phosphoric, oz. 60
" " Hydriodic, oz. 30
" " Hydrobromic, lb. 55
" " Hydro-Silico Fluoric 3 50
" " Hypophosphorus, oz. 50
" " Iodic, oz. 1 00
" " Lactic, Concent'd, oz. 10
" " Malic, oz. 1 50
" " Meconic, oz. 2 60
" " Molybdic, pure, oz. 20
" " " extra pure 40
" " Monochlor. acetic, oz 30
" " Muriatic, Com'l, lb. 06
" " Muriatic, C.P., lb. 20
" " Nitric, Com'l, lb. 21
" " Nitric, C.P., 1 lb. 25
" " Nitrous, lb. 30
" " Oleic, oz. 05
" " Osmic, 1 gramme tubes, each 3 00
" " Oxalic, lb. 12
" " Oxalic, Pulv., lb. 15
" " Oxalic, C.P., lb. 50
" " Perchloric, oz. 50
" " Peracetic, ½ gm. tubes, each 1 50
" " Phosphoric, Concent., 1500, lb. 45
" " Phosphoric, Dil., lb. 10
" " Phosphoric, Glacial, oz. 10
" " Phosphoric, Syrupy, 1750, lb. 50
" " Phosphorous, 1.12, oz. 25
" " Picric, lb. 90
" " Picrotoxic, oz. 1 00
" " Prussic, 2 per cent., oz. 25
" " Pyrogallic, Merck's, oz. 25
" " Pyrogallic, Schering's, oz. 20
" " Pyroligneous, lb. 12
" " Salicylic, lb. 55
" " Salicylic, natural, oz. 50
" " Soda Phosphate, oz. 15
" " Silicic, natural, oz. 20
" " Silicic, wet, process dried, oz. 25
" " Succinic, oz. 1 00
" " Sulphanilic, oz. 45
" " Sulph. Aromat, lb. 65
" " Sulphocarbolic, oz. 10
" " Sulphor sicinic, oz. 50
" " Sulpho. sicinic, oz. 50
" " Sulph, Com'l, lb. 06
" " Sulph, C.P., lb. 20
" " Sulpho-Oleic, oz. 3 50
" " Sulphurous, lb. 15
" " Stearic, oz. 35
" " Tannic, lb. 85
" " Tartaric, Cryst., lb 36
" " Tartaric, pulv., lb. 37
" " Tartaric, C.P., Cryst., lb 85
" " Tartaric, C.P., pulv., lb. 90
" " Titanic, one-eighth oz. for 25
" " Trichlorlactic, oz. 2 00
" " Trichloracetic, oz. 35
" " Tungstic, oz. 65
" " Uric, oz. 60
" " Valerianic, oz. 25
Acoin, 1 gramme each 50
Aconitine, Pure Amorph., grain 40
Adeps Lanae, Hydrous, lb. 30
Adurol, 25 gramme packets, each 75
Aesthin, oz. 3 00
Aferol, oz. 1 00
Albumen, from egg, oz. 15
Albumen, from blood, oz. 10
Alcohol, gal. 4 90
" " Absolute, pint 1 35
" " Allylic, oz. 80
" " Amylic, C.P., lb. 1 50
" " Benzylic, Iso., oz. 80
" " Butylic, Iso., lb. 1 50
" " Columbian, Spt., gal 2 65
" " Ethylic Deodor., lb. 1 25
" " Methylic, C.P., lb. 1 70
" " Methylated, gal. 1 10
" " Wood, gal 90
Aldehyde, oz. 20
Alkannin, oz. 60
Almonds, bitter, lb. 60
Almond Meal, lb. 50
Aloin, oz. 20
Alum, oz., pure 30
Alum, lb. 3
" " Ammoniated, lb. 25
" " Chrome, pure, lb. 35
" " Potash, lb. 30
" " Pulv., lb. 4
Aluminium, coarse powder, oz. 25
" " Acetate, oz. 15
" " Acetotartrate, oz. 20
" " Bromide, oz. 10
" " Chloride pure, oz. 20
" " Hydrate pure, oz. 20
" " Metal, oz. 15
" " Nitrate pure, oz. 15
" " Oxide, pure, oz. 50
" " Salicylate, oz. 50
" " Sulphate, pure, oz. 15
" " Tartrate, oz. 20
Alumnol, 25 grammes, each 50
Alypin, 16 gr. bot., each 25
Amalgam, 50 Sodic, 10 per cent. lb. 3 25
Ambergris, gr. 12
Amidol, oz. 70
Ammonal, oz. 1 50
Ammonium, acetate, oz. 15
" " Arseniate, oz. 30
" " Benzoate, oz. 15
" " Bichromate, ... 12
" " Borate, oz. 20
" " Bicarbonate, oz., ... 15
" " Bromide, lb. 75
" " Bisulphite, oz. 25
" " Carbonate, lb. 11
" " " C.P., Howard's, lb. 60
" " " C.P., Merck's, lb. 50
" " Carbonate, Powd., lb. 20
" " Fluoride, oz. 25
" " Glycerophosphate, oz. 50
" " Hypophosphite, oz. 30
" " Hydrosulphite, oz. 25
" " Hypophosphite, oz. 30
" " Iodide, oz. 48
" " Liquor, fort, lb. 12
" " Molybdate, oz. 25
" " Muriate Lump, lb. 11
" " " Gran., lb. 12
" " " C.P., lb. 20
" " Nitrate, C.P., oz. 10
" " Nitrite, oz. 10
" " Oxalate, oz. 10
" " Persulphate, oz. 15
" " Phosphate, pure, oz. 10
" " Phosphate, extra pure, oz. 10
" " Picrate, oz. 25
" " Salicylate, oz. 35
" " Sesquichlor Solution, oz. 20
" " " Soluble, oz. 60
" " " Sublimed 1 00
" " Succinate, oz. 50
" " Sulphate, Com'l, lb. 8
" " " Pure, oz. 10
" " Succinate, oz. 50
" " Sulphate, oz. 10
" " Sulphide (sodium), lb. 35
" " Sulphide, Pure Cryst., oz. 05
" " Sulphite, oz. 15
" " Sulphocarbolate, oz. 25
" " Sulphocyanide, oz. 10
" " Sulphurated, oz. 1 25
" " Tartrate, neutral, oz. 30
" " Thio-cyonate, pure, oz. 10
" " Valerianate, oz. 30
" " Vandate, oz. 1 50
Amyl, Acetate Oxide, oz. 10
" " Butyrate, oz. 25
" " Formate, oz. 25
" " Nitrate, oz. 25
" " Nitrite, oz. 25
" " Valerianic, oz. 20
Amylene, Hydrate, oz. 30
Anaesthesin, 25 grm. pkgs., each 1 50
Analgen, 25 grammes for 2 50
Anemonine, for 1 grain tube 10
Anethol, oz. 80
Aniline, pure, oz. 15
" " Chloride, oz. 5
" " Sulphate, oz. 20
Anisol, oz. 1 25
Anthracene, pressed 50
Anthrarobin, oz. 50
Antifebrine, lb. 1 00
Antikamnia, oz. 1 10
" " Veal 1 00
Antimony, metal, oz. 10
" " Pulv., pure, lb. 25
" " Pulv., com., lb. 15
" " Arsenate, oz. 10
" " Chloride, oz. 25

Antimony, Liver (Crude), lb 25
" Oxysulph. (Sulph. Precip.), lb 55
" Oxide White (Acid Antimonic), oz 15
" Sulphate, oz 25
" Sulphide, Black, lb 50
" " Golden, oz 12
" Tart. Pulv. (Tartar Emetic), lb 90
Antimosin, oz 2 25
Antipyrine, Knoll's, oz 45
" Silicate, 25 grammes, tot 50
" Swiss, oz 25
Antisposmine, 15 grm. bots., each 80
Antitoxine, Neuralgic, oz 1 25
Antithyreodine, bots. 10 c c each 2 20
Apiol, Greek, oz 50
Apocodeine, Hydrochlor., 1 gr. bots. each 25
Apolysine, oz 90
Apomorphia, Muriate, ¼ oz. 1 60
Arbutin, Crystals, oz 1 50
Areca Nuts, lb 25
" Nuts, Pulv., lb 35
Arecoline, Hydrobrom. 1⅝ gr. bot. ea. 1 25
Argentamine, oz 85
Argentum Crude (Collargolum), oz 3 50
Argonine, oz 90
Argyrol, lb 2 10
Aristochin (Bayer's) 3 25
Aristol, (Bayer's), oz 2 10
Arrowroot, Bermuda, lb 68
" Com., lb 20
Arsenic, Metal, oz 15
" Bromide, oz 20
" Chloride, oz 10
" Iodide, oz 60
" Sulphide, Red (Realgar), oz 12
Asaprol, oz. 2 00
Aseptol, oz. 25
Ashes, Pearl, lb 12
" Pot, lb 15
Asparagin, ¼ oz. each 30
Asphaltum, lb 13
Aspirin, oz. 50
Atropia, Pure, oz 7 50
" Sulphate, ¼th. each 1 00
" Valeriante, ¼th. each 1 60
" Methylbromide, 15 gr. tube, ea 1 00
Atoxyl, oz. 3 75
Balsam, Canada, lb 70
" Copaiba, Eng., lb 85
" Copaiba, Amer., lb 70
" Peru, oz 20
" Sulphur, lb 30
" Tolu, oz 5
Bark, Ash, Prickly, lb 85
" Angustura, lb 75
" Bayberry, lb 25
" Canella, lb 85
" Cascara, lb 20
" Cascarilla, lb 40
" Cherry, Black, lb 15
" Coto, lb. 1 50
" Cotton Root, lb 20
" Condurango, lb 65
" Elm, lb. 15
" Hemlock, lb 10
" Mezereon, lb 10
" Peruvian, Red, lb 10
" Peruvian Yellow, lb 90
" Pomegranate, lb 15
" Poplar, lb 13
" Sassafras, lb
" Soap, lb 15
" Tamarac, lb 15
" Wahoo, lb
" Witch Hazel, 15
" White Pine, lb 12
Barium, Acetate, oz 10
" Bromide, oz 20
" Carbonate, pure, lb 50
" Carbonate, C. P., lb 75
" Chlorate 20
" Chloride, Com'l, lb 8
" Chloride, Pure, lb 10
Barium, Hydrate, oz 18
" Hypophos., oz 30
" Metal, 2 c.c. tubes, each 3 50
" Nitrate, oz 30
" Oxide Hydrate, Com'l, oz 15
" Oxide Hydrate, Pure Cryst. oz. 25
" Peroxide, Anhydrous, Pure, oz. 5
" Peroxide, Com'l, lb. 50
" Phosphate, oz 25
" Sulph. Precip., oz 5
" Sulphide, Pure, oz 6
Beans, Calabar, oz 5
" Locust, ground, lb 6
" Tonquin, Angustura, lb 1 75
" " Para, lb. 6
" " Surinam, lb 1 10
" Vanilla, Mexican, oz 50
" " Bourbon, oz 40
Berberine, Muriate, oz. 1 60
" Sulph. oz 1 75
Benzamide, oz 1 25
Benzole, lb. 50
Benzoinal, lb 1 50
Benzosol, oz. 1 00
Benzyl, Chloride, com., oz. 35
" Chloride, Pure, oz. 60
Benzylamide, oz 6 00
Berries, Buckthorn, lb. 60
" Cocculus, Indicus, lb 15
" Cubebs, lb. 65
" French, lb 20
" Juniper, lb. 10
" Laurel, lb 15
" Prickly Ash, lb 50
" Poke, lb. 20
" Saw Palmetto, lb 30
Betol, oz. 65
Bismal, oz. 75
Bismuth, Acetate, oz 10
" Ammon. Citrate, oz 30
" Benzoate, oz 10
" Betanaphthol, oz 60
" Bromide, oz. 55
" Carb, lb. 4 25
" Citrate, oz. 25
" Lactate, oz. 50
" Liquor, lb. 15
" Metal, oz 20
" Nitrate, Crystals, oz 25
" Oxalate, oz 50
" Oxide, oz. 15
" Oxychloride, oz 10
" Oxyiodide, oz. 50
" Oxynitrate, oz 35
" Phosphate, oz 60
" Salicylate, oz 35
" Subgallate, oz 20
" Subiodide, oz. 40
" Subnitrate, lb. 3 00
" Sulphate, oz 80
" Tannate, oz 50
" Tri-iodide (Not Cryst.) 90
" Trichloride Crystal, oz. 50
" Valerianate, oz. 10
Bole Armoniac, lb - 7
Borax, C.P., Cryst., lb. 35
" C.P., Pulv. lb. 40
" Cryst., lb 6
" Pulv. lb. 6
" Glass, lb. 6
Boric, Hydroxide, oz 20
Boroglycerine, oz. 20
Bromaline, oz. 1 75
Bromine, oz. 10
" C.P., oz 25
" Chloride, oz. 50
Bromipin, oz. 5
" Tablets, box of 25 each 65
Bromoform, oz. 20
Bromural, oz. 2 00
Broomtops, lb. 30
Brucine, oz. 1 20
" Hydrobromide, oz. 1 75
" Hydrochloride, oz 1 75
Brucine, Nitrate, oz. 1 75
" Sulphate, oz. 1 75
Buckthorn Juice, lb 46
Cadmium, oz. 50
" Bromide, oz. 25
" Chloride, oz. 55
" Iodide, oz. 55
" Nitrate, oz 55
" Oxide, oz. 50
" Phosphate, oz 60
" Sulphate, oz. 20
" Sulphide, oz. 35
Caffeine, oz. 40
" Arsenate, ¼ oz. each 20
" Benzoate, ¼ oz. each 10
" Citrate, oz. 35
" Hydrobromide, oz. 50
" Hydrochloride, oz 40
" Nitrate, oz. 1 25
" Salicylate, oz. 40
" Sulphate, ¼ oz. 75
" And Soda Benzoate, oz. 60
" And Soda Citrate 1 00
" And Soda Hydrobromate, oz. 1 00
" Valerianate, ¼ oz., each 75
Calamine, prepared, lb. 10
Calcium, Metal, oz. 50
Calcium, Acetate, oz. 20
" Arsenate, oz 25
" Benzoate, oz. 25
" Bromide 20
" Carbide, lb. 15
" Carbonate, Pure 30
" " Precip., lb 10
" " Prepared, lb. 5
" Chlorate, oz. 35
" Chloride, Com'l, lb. 30
" Chloride, Pure, lb., 45
" Fluoride, lb. 1 90
" Glycerophosphate, oz. 20
" Hippurate, ¼ oz., each 20
" Hydrate, Pure Crystal, oz. 15
" Hypochlorite, oz 10
" Hypophos, oz 12
" Hyposulphite, oz 20
" Iodate, oz 80
" Iodide, oz 10
" Lactate, oz 10
" Lactophosphate, oz
" Nitrate, oz. 15
" Oxalate, Pure, oz. 15
" Permanganate, oz 1 00
" Calcium, Peroxide 40
" Phos. Precip., oz. 50
" Phosphate, C.P., oz. 25
" Phosphide, oz. 20
" Saccharat, oz 35
" Salicylate, oz 25
" Silicate, oz. 20
" Sulphate, Precip., oz. 10
" Sulphate, oz 10
" Sulphate, oz 10
" Sulphocarb, oz 20
" Tungstate, ¼ oz., each 30
Camphor, in bells, lb. 75
" ¼ blocks, lb. 78
" ⅛ blocks, lb 80
" ¼ blocks, lb 82
" Powdered, lb 85
" Monobromide, oz 15
Canadol, lb 1 50
Cannabino Tannate, 15 gr. tubes, ea 20
Cantharides, whole, Chinese, lb. 50
" Powder, Chinese lb. 60
" Whole, Russian, lb 1 05
" Powder, Russian, lb. 1 25
Cantharidin, ½ gr. tube each 75
Carbon, Bisulph, lb. 15
" Tetrachloride, oz. 5
Caroid, powd., oz. 1 75
Caseine, oz. 15
Catechetic, oz 80
Celloidin, 40 grammes, each 2 00
Cerium, Nitrate, oz 30

Cerium, Oxalate, oz 8
" Sulphate, oz 50
Chalk, French lump, lb. 80
" French, powd., lb 90
Chiretta, lb. 16
Chloralamid, oz. 50
Chloral, Ammonia, oz 1 50
" Caffeine, oz 1 50
" Hydrate, lb 5 00
" Hydrocyanate, lb 1 60
Chloralose, 1/4lb, each 25
Chloroform, D. & F. blue label, lb. 1 00
" D. & F. pure, lb 2 00
" D. & F., Methyl, lb. 1 65
" German, lb. 55
" Lyman's, lb 1 25
" Smith's, lb. 90
Chlorophyl, for spirits, oz. 30
" for oils, oz 30
" for water, oz 30
Chromium, Acetate, oz 25
" Carbonate, oz 50
" Chloride, soluble, oz 1 20
" Chloride, Solution, oz. ... 1 20
" Metal, oz., fused 50
" Nitrate, oz 30
" Oxide, oz 10
" Powdered, oz 30
" Sulphate, oz 15
Chinaphenin, oz. 1 85
Chrysarobin, oz. 15
Cinchonine, Muriate, oz. 30
" Pure Crystal, oz. 60
" Salicylate, oz 50
" Sulphate, oz. 30
Cinchonidia, Sulph., oz. 50
Cinchonidine, pure Cryst., oz. 1 00
" Hydrochlor., oz. 55
" Iodide, oz. 80
" Tannate, oz. 80
Citarin, oz 1 25
Citrophen, 25 gr. pkt., each 90
Cobalt, lb 25
" Chloride, oz. 25
" Carbonate, oz 40
" Metallic Powder, oz 60
" Nitrate, oz. 40
" Oxide, oz 40
" Oxide, pure oz 80
" Sulphate oz 25
Cocaine, Alkaloid, 1 oz., each 1 00
" Carbolate, 15 gr. bot., each 1 00
" Muriate, 1 oz 60
" Nitrate, 1 oz., each 60
" Oleate, 5 per cent., oz 75
" Salicylate 5 gr. tubes, each 10
" Solution, 1 per cent., oz 1 00
Cochineal, lb 80
" Pulv. lb 90
Cocoa Butter, lb. 60
Codeia, Cryst., oz. 6 50
" Cryst. Citrate, 1 oz. each 90
" Hydrochlor. 1 oz., each 80
" Phosphate, 1 oz., each 80
" Sulphate 1 oz. each 80
Colchicin, C.P., cryst., 15 gr. bot. ea 1 00
Colocynth, Apple, lb 90
" Pulv., lb. 1 00
Colophon, lb 30
" Camphor, oz 40
" Fluoride, oz 40
" Styptic, oz 40
Colorine, Brandy, lb 60
" Cochineal, lb 60
Comfrey, Aromat., lb 60
" Opium, lb. 1 00
" Roses, lb 60
" Senna, lb 60
" Sulphur, lb 60
Coniine, Alkaloid, oz 8 00
" Hydrobromide, 15 gr. bot., ea 50
Convallamarin, 15 gr. bot., each... 75
Convallarin, 15 gr. bot., each 1 00
Copper, Acetate, pure, oz 75
Copper, Arsenate, oz 20
" Arsenite, oz 25
" Aluminated, oz. 15
" Ammoniated, oz 10
" Ammonia Sulph., lb. 10
" Ashes, lb. 10
" Bromide, oz. 10
" Carbonate, oz. 10
" Chloride, lb., oz 50
" Citrate, oz. 10
" Cyanide, oz. 12
" Filings, oz 15
" Foil, oz. 10
" Gauze, oz. 15
" Iodide, oz. 25
" Metal, oz. 10
" Nitrate, oz 10
" Oxalate, oz 15
" Oxide, black, oz. 15
" Oxide, red, oz. 15
" Oxyacetate, oz. 10
" Potass. Chloride, oz. 10
" Shot, lb. 1 25
" Silicate Fluoride, oz. 20
" Sulphide, oz. 10
" Sulphate, Com'l, lb. 10
" Sulphate, Pure, lb. 15
" Tartrate oz 40
" Trimmings, lb 10
" Wire, pure, oz 40
Coryfin, oz. 1 50
Cotoin, True, 5 gr. bot., each..... 60
Cowhage, oz. 10
Cornutine, Citrate, 5 gr. bots., ea. 5 00
Creosote, B.W., lb. 1 10
" C.P., White, lb. 1 40
" Carb., oz 25
" Valerianate, oz. 80
Cresalol, Para, oz 80
Crocus, Martis, lb 60
Croton, Chloral, oz 25
Cubebine, oz. 5 00
Cumarin, oz 25
Cuttle Fish Bone, oz 10
" Powd., lb 60
Cystogen, powd., oz. 1 00
" Toblets, oz. 1 10
Curare, with active principle, 1 gr bot., each 2 50
Daturnine, Pure, 5 gr. bot., each. 85
" Hydrochlor, 5 gr. bot., each 85
" Sulphate, 5 gr. bot., each 85
Decoct. Aloes Co., lb 60
" Sarsa, lb. 75
Delphinine, 15 gr. bot., each 75
Diabetin, 100 grammes for 10
Diacetyl, Morphine, oz. 80
Diaphtherine, oz. 85
Diapente, lb. 75
Diastase, oz. 50
" Malt, oz. 20
Diastin, oz. 80
Digitalin, Amorph., gram 80
" German, pure, 1/4 oz. bot. for. 80
" Digitine, pure, 5 gr. tube, each 80
Digitoxin, Cryst., 1 gr. tubes, each 65
" Tablets, in 50's, each 50
Dimethyl-Amidobenzaldehyde, pure oz 1 25
Dionin, 15 gr. tube, each 65
Diphenylamine C.P., White, oz. 30
Di—Thymol—Iodide, oz.... 5
Diuretin, Knoll, oz. 10
" Merck's (Theobromine and Soda Salicyl), oz 15
Dormiol, Solution, 100 grm. bot., ea 1 25
Duboisine, Sulph., 2 gr., each 75
Dulcin, oz 70
Edinol, powd., oz 30
Eigon Alpha., 20 gramme bot., ea. 40
" Alpha and Sodium " 60
" Beta " 50
Eglysogen, " 75
Elaterium, 1/2 oz bot., each 75
Elaterin, Cryst., 15 gr. bot., each 12
Emetine, Alkaloid, 5 grn. bot., ea. 75
" Bismuth 1/4 oz., each 25
Empyroform, 23 grammes, each 75
Epicarin, Veterinary, oz. 1 00
" Pure " 1 10
Ergot, lb 1 00
" Pulv., lb. 1 85
Ergotin, Bonjean, oz. 1 00
Erythrol Tetranitrate Tablets, bots of 50, ea 2 10
Erythrosin, oz. 60
Erythrophleine, Hydrochlor, grn.... 35
Eserine, C.P., 5 gr. tube, each..... 75
" C.P., 2 gr. tube, ea. 15
" C.P., 5 gram tube, ea 55
" Citrate, tube, ea. 75
" Hydrobromate, tube, ea 75
" Hydrochlorate, tube, ea. 75
" Nitrate, tube, ea 75
" Pilocarpine, 3 gr. tubes, ea ... 60
" Salicylate, 5 gr. tubes, ea. ... 60
" Sulphate, 5 gr. tubes, ea 65
" Tartrate, 5 gram tubes, ea 75
Ether Sulph. German, lb. 40
" Sulph., Squibbs, 100 grammes, tins, each 40
" Valerianate oz 60
Ethylene, Bromide oz. 60
" Chloride, oz 50
Ethylidine Chloride, oz 1 20
Ethyl Bromide, oz 20
" Butyrate, oz 20
" Formate oz 20
" Iodide, oz. 1 00
Eucaine, A, 5 gramme tube, ea 75
" B 5 gramme tube, ea 75
Eucalyptol, oz. 15
Eudoxine, oz. 2 75
Eugenol, oz. 40
Eumenol, oz 40
Eumydrin, 1 gr. tubes, each 10
Euonymin, oz 90
Euphorin, oz 1 00
Euquinine, 10 gram. pkt., each .. 1 00
Euresol, 1/2 oz. and 1 oz. 1 25
Eurobin, 25 gram. pkt. each 1 00
Europhen, oz 2 15
Exalgine, oz. 1 25
Exodin Tablets, 1/2 gramme each (boxes of 10 tablets), box.... 50
Ferratin, oz. 1 25
Ferropyrine, 25 gram. pkt., each. 1 45
Fibrolysin, tube, each 20
Flowers, Arnica, lb. 45
" Chamomile, German, lb. 45
" " Roman, lb. 80
" Calendula, lb. 40
" Elder, lb. 25
" Lavender, lb. 10
" Rose, oz. 22
Formaldehyde, lb 65
Formaline, Scherings, lb. 30
" Pastilles, box of 20, ea. 1 75
" Lamps, Scherings, ea. 80
" Dusting Powder in 5 lb 15
Formin, Merck's, oz. 55
Formol, lb. 15
Fluor Spar, powd., lb 1 00
Fluorescein, oz. 8
Fullers Earth, lb 6
" Powd. 40
Gaduol, oz. 2
Galena, oz. 1 25
Gallanol, oz 1 75
Gallicin, oz 1 25
Gallobromol oz 25
Galls, lb 25
Garlic, lb 85
Gelanthum, 1/2 litre ea
Gelatine, for Hypodermic use, 100 grammes, ea. 1 10
" Cooper's, lb. 1 35

Gelatine, French, Bronze label, lb.. 35
" French, Gold label, lb. 55
" French, Red label, lb. 75
" French, Silver label, lb. 40
Gentian, Violet, oz. 15
Gelsemine, oz. 2 50
Gelseminine, C.P., 5 gr. bot., ea.. 70
" Hydrobromate, 5 gr. bot., ea.. 70
" Hydrochlorate, 5 gr. bot., ea.. 70
" Sulphate, 5 gr. bot., ea. 70
Gingerine, oz. 75
Glass Wool, oz. 50
Glucose, lb. 6
" Pure, oz. 20
Glutol, oz. 1 00
Glycerine, lb. 35
" Merck's, lb. 65
" Price's, lb. 65
Glycin, oz. 75
Glycocoll, oz. 4 00
Glycoline, lb. 32
Glycosal, oz. 90
Glycozone, ¼ bottles, each 1 00
Glycyrrhizin, Ammon, oz. 30
Gold Bromide Mono, 5 gr. bot., ea 75
" Bromide Tri, 5 grain bot., ea. 65
" Chloride and Sodium, 15 grain bots., doz. 3 75
" Chloride and Sodium,solu.,oz. 3 15
" Chloride, dry, 15 gr. bots., dz 8 00
" Cyanide, Mono, 5 gr. bot., ea. 75
" Cyanide, Tri, 5 gr. bot., each 80
" Oxide, 5 gr. bot., each 65
Grains, Paradise, lb. 50
Gualiquine, oz. 1 50
Guaiacol, oz. 20
" Benzoate, oz. 60
" Carbonate, oz. 10
" Salicylate, oz. 1 60
" Valerianate, oz. 60
Guaiacum Rasp, lb. 15
Guaialine, oz. 1 65
Guaiaquin, 25 grammes, each 3 00
Guarana, Pulv., oz. 30
Guaethol, oz. 1 40
Gum Aloes, Barb., lb. 20
" Aloes, Barb., Pulv., lb 30
" " Cape, lb. 20
" " Pulv., lb. 30
" " Socot, lb. 40
" " Socot, Pulv., lb 50
" Ammoniac, lb. 60
" Arabic Select, lb. 60
Gum, Arabic, 2nd, Sel., lb. 45
" " Sorts, lb. 28
" " Pulv., Opt., lb 60
" " Pulv., Sorts, lb. 35
" Assafoetida, lb. 1 75
" Assafoetida, Pulv., lb. 2 00
" Benzoin, lb. 50
" " Opt., lb. 2 00
" Catechu Com'l (Japonica), lb. 12
" " Cubes, lb. 25
" " Pulv., lb. 30
" Copal, lb. 90
" Damar, lb. 60
" Eleuni, lb. 65
" Euphorbium, lb. 40
" " Pulv., lb. 50
" Galbanum, oz. 10
" Gamboge, lb. 1 30
" " Pulv., lb. 1 40
" Guaiacum, Ordinary, lb. 15
" " Pulv., lb. 50
" " Opt., lb. 1 00
" Kino, lb. 70
" Kino, Pulv., lb. 80
" Mastic, lb. 80
" Myrrh, lb. 50
" Myrrh, Pulv., lb. 60
" Olibanum, oz. 1 00
" Sagapenum, lb. 1 00
" Sandrac, lb. 40
" Sang. Draconis, lb. 60
Gum, Sang, Pulv., lb 1 10
" Scammony, oz. 40
" " Pulv., oz. 45
" Seedlac, oz. 5
" Shellac, Orange, lb. 30
" " Bleached, lb 30
" " " Powd., lb. 40
" Storax, lb. 45
" Spruce, Pr., 1 20
" Substitute Yellow Dextrine, lb. 10
" " White, Pr. 12
" Tamarac, Pr. 28
" Thus, (Turpentine), lb. 8
" Tragacanth, extra select, lb 1 10
" " Pulv., lb. 1 15
" " 2nd Select, lb 95
" " 2nd Select, Pulv., Pr 1 00
" " Sorts, lb. 30
Gun, Cotton, oz. 30
Haematoxylin, oz. 2 00
Haemogallol, oz. 85
Haemoglobin, oz. 1 00
Haemol, oz. 80
" Arseno, oz. 80
" Bromo, oz. 80
" Cupro, oz. 80
" Iodized, oz. 1 10
" Zinc, oz. 80
Hartshorn Shavings, lb. 40
Hedonal, oz. 1 50
Helenin, 15 gr. bot., each 50
Helmitherin, oz. 60
Hedonal, oz. 1 00
Hematein, 15 grs., each 30
Hematin, 15 grs., each 1 50
Heroin, 15 grain tubes, each 55
" Hydrochlor, 15 gr. tubes, each 55
Holocaine, 1 gramme bots., each 30
" Hydrochl., 1 gramme bots.,ea 35
Homatropine Pure, 5 gr. tubes, ea 1 65
" Hydrobromate, 1 gr. tube, ea 35
" Salicylate, 1 gr. tube, ea. 30
" Sulphate, 1 gr. tube, each 30
Honey, lb. 18
Hops, in packages, lb. 30
Hydrastin, Alkaloid, 15 gr. tubes, each 1 25
Hydrastin, Hydrochlor 15 gr. bot.,ea 1 25
" Sulphate, 15 gr. bots., each 1 25
Hydrastinine, 15 gr. bots. each 2 00
" Hydrochlor, ea., 15 gr. tubes 2 25
Hydroquinone, oz. 5
Hydroxylamine Hydrochl. ½ oz., ea 1 25
Hyoscine Hydrobrom. 1 gr. tube,ea 25
" Hydrochlor, 1 grain tubes, ea. 25
" Hydriodate, 1 gr. tubes, each 25
" Pure Amorphous, 1 gr. tube, ea 25
" Sulphate, 1 gr. tubes, each 25
Hyoscyamine Pure, Cryst., 1 grain tube, each 45
" True, from Hyoscyamine, Pure
Hyoscyamine, Cryst., 5 gr. tu., ea. 1 25
" Hydrobromate, 5 gr. tu., ea.. 35
" Hydriodate, 5 gr. tube, each 35
" Hydrochlor, 5 gr. tube, each 35
" Sulph Amorphous, grains 50
Hypnone, oz. 1 50
Iatrol, oz. 60
Ichthalbin, oz. 50
Ichthargan, 10 gram. pckts., each.. 1 25
Ichthoform, oz. 1 40
" Sodium, oz. 60
Icthyol (substitute) oz. 20
Ingluvin, oz. 1 25
Insect Powder, lb. 50
Incense, lb. 45
Iodine, Bromide, oz. 30
" Chloride, Tri., oz. 50
" Commercial, oz. 20
" Resublimed, oz. 35
Iodochloride, oz. 80
Iodoform, Cryst. or powder, oz. 75
" Bitumenized, oz. 75
Iodoform, Deodorized, oz. 60
Iodomuth, oz. 1 10
Iodoformogen, 25 grammes, each ... 60
Iodol, oz. 1 20
Iodopin, 100 gramme pckt., each ... 1 10
Iodophenin, oz. 2 00
Iodothytine, oz. 5 00
Iodopyrine, 10 gramme bottles, ea. 50
Ionone, gram 5
Iridin, ¼ oz. each 90
Iron Acetate, oz. 20
" Albuminate Scale, oz. 20
" " Powd., oz. 30
" " Saccharated, oz. 25
" " Solution, lb. 50
" " Alum, oz. 5
" Ammonia Sulph., oz. 10
" Ammoniated, lb. 15
" Ammon Mur., lb. 50
" Arsenate, oz. 15
" Arseniate, oz. 15
" Arsenite, oz. 20
" Benzoate, oz. 20
" Bromide, oz. 15
" Hydrogen, oz. 10
" Cacodylate, oz. 55
" Carb., Precip., lb. 15
" " Saech., lb 50
" Chloride, (Ferric), oz. 10
" " (Ferrous), oz. 12
" Chromate (Ferric), oz. 50
" Citrate, oz. 10
" " Ammonia, lb. 60
" Citrate and Quinine, 4 p.c., oz 15
" " " 10 per cent., oz. 5
" " " B.P., oz. 22
" " " and Strych., oz. 25
" " " and Strychnine, oz... 27
" Dialysed, lb. 40
" Ferrocyanide, Pure, oz. 20
" " Soluble, oz. 12
" Filings, Iron, lb. 20
" Glycerophosphate, oz 75
" Hypophos., oz. 25
" Iodide, oz. 10
" " Saccharated, oz. 3
" Lactate, oz 10
" Lactophosphate, oz. 20
" Malate, oz. 1 00
" and Manganese Citrate, oz. 20
" " Ferrous, oz. 20
" " Peptonized, oz. 20
" " " Solution, lb. 65
" Nitrate Crystals, oz. 10
" Oxalate, oz. 15
" " Ferric Scales, oz. 20
" " and Ammonia 15
" " " Potassium, oz. 25
" " Ferrous, oz. 20
" " Oxide Commercial, lb. 25
" " Black, oz. 20
" " Brown, Pure, lb. 65
" " Red, Saccharated, lb. 50
" Oxide, Brown, B.P., oz. 20
" " Red, oz. 10
" Peptonized, oz. 25
" Perchloride, oz. 5
" Persulphate, oz. 10
" Phosphate Scale, oz. 10
" " lb. 75
" Pyrites, lb 25
" Pyrophos., oz. 10
" Pyrophos and Ammon Cit., lb. 80
" " Soluble Scales, oz. 10
" Salicylate, oz. 20
" Sesquichloride, oz. 12
" Silicate, oz. 20
" Subsulphate, oz. 10
" Succinate, oz. 10
" Sulph., Exsic., lb. 12
" " Pure, lb. 10
" " Extra Pure, lb. 25

ron, Sulphocarb., oz. 20
" Sulphocyanide, oz. 30
" Sulphuret, lb. 16
" Tannate, oz. 25
" Tart. and Potash, oz. 10
" Valerianate, oz. 20
" Wire, fine, lb. 50
" Sulphide Lumps, lb. 20
" " Sticks, lb. 25
Isinglass, American Fish, oz. 12
" Brazil, oz. 15
" Russian, oz. 90
Itiol, oz. 1 75
Jalapin, oz. 65
Jaap Iresin, oz. 1 00
Jodoform, oz. 1 50
Jodum, oz. 70
Juice Pawpaw, oz. 25
Kamala, oz. 10
Kaolin, lb. 1 00
Kefir, fungi, oz. 1 25
Keratin, Peptonized, oz. 50
Kesselgurr, Natural, lb. 10
Kola Nuts, lb. 20
Kousso, oz. 6 00
Koussein, oz. 50
Kresol Cyst C.P., oz. 1 00
" Para, oz. 20
" from Tar Oil 1 00
Kressamine, oz. 1 10
Kryofine, oz. 1 25
Lactophenin, oz. 75
Lactucarium, oz. 80
Laevulose, Diabetic, 100 gm. tin, ea 10
" Syrupy, Microscopy, oz. 90
Lanoline, lb. 3
Lard, Benzoated, lb. 2 25
Largin (25 gram tubes), each 25
Lead Acetate, C.P., Cryst., lb. 12
" " lb. 15
" " Powdered, lb. 25
" Arsenate, Com'l, lb. 25
" Benzoate, oz. 60
" Carbonate, Neutral, lb. 25
" Chloride, Pure, oz. 20
" Chromate, Fused, oz. 10
" Dioxide, oz. 30
" Foil, Assay, lb. 30
" Iodide, oz. 50
" Monoxide, lb. 10
" Nitrate, Pure, oz. 12
" " Com., lb. 25
" Oleate, oz. 10
" Oxide, Black, oz. 75
" " C.P., lb. 20
" Oxalate, oz. 50
" " Red, pure, lb. 10
" Peroxide, oz. 1 90
" Powder, extra fine, lb. 15
" Protoxide, oz. 50
" Sesquioxide, oz. 10
" Silicate, oz. 16
" Sulphate, C.P. oz. 15
" Sulphide, oz. 25
" Tannate, oz. 15
" Tartrate, oz. 25
" Test, lb. 20
" Tetroxide, oz. 15
Leaves, Aconite, lb. 20
" Bay, lb. 35
" Belladonna, lb. 40
" " Powdered, lb. 1 50
" Buchu, lb. 20
" Chestnut, lb. 10
" Coca, lb. 50
" Damiana, lb. 25
" Digitalis, lb. 30
" " Pulverized, lb. 20
" Eucalyptus, lb. 30
" Henbane, lb 35
" Henbane, Pulverized, lb. 80
" Henna, lb 30
" Jaborandi, lb. 60
" Matico, lb. 20
" " Opt., lb. 30
" " Pulverized, lb 25
" Pulverized, lb. 10
" Stramonium, lb. 20
" Uva Ursi, lb. 50
Lecithin (60 gm. tins), each 20
" Tablets (100 in bot.), bot. 1 00
Leeches, doz. 1 00
Lenigallol, (25 gram peat.), each. 1 00
Lenirobin (25 gram pkts.), each 1 00
Leaves, Savin, lb. 20
" Senna, Tinnevly, lb 20
Lemon Peel, lb 20
Leptandrin, oz. 1 00
Leucilose, 100 grammes in tin 1 00
Lime, Carbolated, oz. 10
" Chloride, bulk, lb 20
" " Chlorinated, 1 lb. 30
" Chloride, ½ lb 15
" " ¼ lb. 10
" Free from Sulphur, oz 10
Liniment, Aconite, lb. 1 00
" Belladonna, lb 1 00
" Camph. Co., pt. 50
" Cantharides, oz. 10
" Chloroform, oz 20
" Croton, oz. 10
" Iodine, oz. 20
" Opii, pint 1 00
" Pot Iodine, oz. 1 10
" Saponis Co., lb. B.P. 1 25
" Sinapis Co., pt. 75
" Terebinth, pt. 80
" Terebinth, Acet., pt. 90
Liquor, Ammon. Acet., lb. 3
" " Citras. Fort., lb. 20
" Antim, Perchlor, lb. 20
" Arsenici Hydrochlor., lb. 10
" Arsenicalis, lb. 20
" Atropia Sulph., oz. 10
" Bismuth, lb. 25
" Camphor Co. for B.P. Tinc., lb 1 30
" Carbo Detergens, lb. 50
" Donovani, lb. 40
" Ferri, Acetas. Fort., lb. 25
" " Iodide, lb. 65
" " Perchlor, Fort., lb. 2 40
" " Pernit., lb. 12
" " Persulph., lb. 20
" " Phos., lb. 25
" Hydrarg, Perchlor, lb. 80
" " Nit. Acid, lb. 30
" Hlumbi, Acetas, lb. 1 00
" Potassae, lb. 12
" Pot Citras, lb. 15
" Santal Flav. Co., lb. 40
" Soda, Chlor., lb. 15
" Soda Ethylate, oz. 25
" Strychnine, lb. 10
" Zinci Chlor., lb. 40
" Acetate, oz. 10
" Benzoate, oz. 15
" Bromide, oz. 20
Liquorice, Paste, lb. 20
" Powd. Extract, lb 20
" Solazzi, lb. 25
" Y. & S. sticks, 6 to pound, lb 15
" " Acme Pellets, 5 lb. tins. 20
Lithia, Benzoate, oz. 35
" Bitartrate, oz. 40
" Bromide, oz. 50
" Carbonate, oz 20
" Chloride, oz. 10
Lithia, Citrate, oz. 50
" Glycerophos., oz 25
" Iodide, oz. 30
" Metal (15 gr. boils.) each 20
" Nitrate, oz. 30
" Salicylate, oz. 35
Lithia Tartrate, oz. 80
Litmus, Granular, lb. 30
" Cubes, lb. 60
Loretin (25 grammes), each 20
Losophan (25 grammes), each 2 00
Lupuin, oz. 10
Lycopodium, lb. 1 00
Lycetol, oz. 3 25
Lysidine (25 grammes), each 2 00
Lysol, 1 kilo, each 1 20
" Kilo, each 65
" ½ kilo, each 35
" 100 grammes, each 20
Magnesium, Acetate, oz. 15
" Ammonia, Phosphate, oz. 20
" Borocitrate, oz. 10
" Bromide, oz. 20
" Carb. (ounces) lb. 20
" " (powderous) lb. 20
" " powdered) lb. 30
" " (calcined) lb. 35
" " (ponderous) lb. 30
" Chloride, oz. 5
" Citrate, lb. 30
" Glycerophosphate, oz. 50
" Hypophosphite, oz. 50
" Iodide, oz. 55
" Nitrate, oz. 15
" Oxide, oz. 12
" Phosphate, oz. 10
" Powdered, oz 25
" Ribbon, oz 60
" Salicylate, oz. 20
" Silicate, oz 15
" Sulphate, C.P., dried, lb. 20
" " Commercial, lb. 5
" Sulphite, oz. 10
" Sulphocarb., oz 25
" Wire, oz. 60
Malakin, oz. 1 50
Mallein (5 gramme tubes), each 1 00
Maltose, oz. 10
Manganese, Borate, oz. 30
" Bromide, oz. 10
" Carbonate, oz. 10
" Chloride, oz. 40
" Citrate, oz. 35
" Glycerophos., oz. 25
" Hyphophos., oz. 50
" Iodide, oz. 40
" Metal, oz. 15
" Oxide, pure heavy, oz. 7
" " Commercial, lb. 50
" " Black, pure, lb. 10
" Black, granular, lb. 20
" Peptonized, oz. 15
" Peroxide, oz. 20
" Phosphate, oz. 15
" Phosphite, oz. 12
" Sulphate, oz. 40
" Sulphite, oz 45
Manganous, Chromate, oz. 55
" Sulphat, oz 10
Manna, oz. 35
Mannit, oz. 4 00
Medualladen, 25 grammes, each 45
Menthol, oz. 50
Menthoxal, oz. 25
Mercaptol, oz. 1 75
Mercuro-iodo-hemol, oz 75
Mercur-Thymol, Acetate, oz. 1 00
Mercury, lb., 20
" Acetate, oz. 15
" Bichlor. (Corros. Sublimate)lb 1 20
" " Pulv., lb. 1 25
" Biniodide, oz. 25
" Bisulphide, oz 10
" Bromide, oz 60
" With Chalk 5
" Chloride (Calomel) lb. 1 35
" Chl. Am. (White Precip.) oz. 15
" Cyanide, oz. 30

Mercury, Formate, oz. 25
" Gallate, oz. 40
" Iodo Chloride, oz. 55
" Iodo Virine, oz. 40
" Nitrate Cryst., oz. 15
" Nitric Oxide (Red Precip.) lb. 1 10
" Oleate, 10 p.c., oz. 5
" " 20 p.c., oz. 10
" White Morphia, oz. 90
" B.P., 1898, oz. 40
" Oxide, Flav., oz. 25
" Oxychloride, oz. 10
" Oxycyanide, oz. 20
" Oxy-Tannate, oz. 60
" Salicylate, oz. 50
" Sulpu. Flav. Empeth. Mm Is oz. 15
" " with smph. (Elongs. Mm Is) oz. 1
" Sulphate, bl. oz. 15
" Sulphocyanide, oz. 20
" Tannate, oz. 20
Mesotan, oz. 10
Methylal, oz. 1 25
Methylene, Bichloride, oz. 50
" Iodide, oz. 2 00
Metol, oz. 50
Microcosmic Salts, oz. 15
Migranin, 25 grammes, each 1 50
Milk Sugar, lb. 20
Mistura, Ferri Co., lb. 35
" Glycerrhiza Co. (U.S.P.) lb. 50
Molybdenum, metal, pure, oz. 1 20
" Oxide, pure, oz. 1 50
" Sulphide, oz. 1 00
Morphia, Alkaloid, oz. 4 25
" Acetate, oz. 3 90
" Bromide, oz. 4 75
" Hydrobromate, oz. 5 50
" Meconate, oz. 5 10
" Muriate, oz. 4 25
" Phthalate, oz. 8 40
" Sulphate, oz. 4 50
" Tartrate, oz. 4 75
" Valerianate, oz. 5 80
Mollin, ½ kilo tins, each 1 00
Monochlorophenal, oz. 25
Moss, Iceland, lb. 20
" Irish, lb. 16
" " bleached, lb. 20
Mulberry Juice, oz. 10
Musk, Canton, oz. 1 50
" Pure grain, grain 10
Mydrine, 1 grain bots., grain 60
Myrtol, oz. 1 50
Naptha, Mineral, pt. 30
" Wood, pt. 85
Napthaline, E.P., Cryst., oz. 12
" E.P., Pills, oz. 15
" Balls, lb. 6
" Flake, lb. 7
Napthol, Alpha, Recryst, Medic'l, oz. 25
" Beta, Recryst, Medicinal, oz. 10
" Beta, Benzoate, oz. 25
Narceine, Pure Cryst. ½ oz. each 1 50
" Hydrochlor, ½ oz., each 1 20
Narcotine, ½ oz., each 40
Neurodin, 25 grammes, each 75
Nickel, metal, oz. 15
" Bromide, oz. 25
" Carbonate, oz. 15
" Chloride, oz. 15
" Iodide, oz. 85
" Nitrate, oz. 10
" Oxide, oz. 15
" Phosphate, oz. 15
" Salt, lb. 25
" Sheet, oz. 50
" Sulphate, oz. 10
Nitro Benzol, oz. 20
Nosophen, oz. 1 75
Nucospermin, oz. 60
Nux Vomica, Pwdd., lb. 14
Nylanders, Reagent, lb. 1 00

Oil, Anibet, crude, lb. 40
" " rectified, lb. 50
Oil, Amygdal, Amara, pure, oz. 60
" " Artificial, oz. 10
" " Persic, oz. 45
" " Dulc., lb. 45
" Angelica, oz. 1 00
" Anisic, oz. 10
" Anise, oz. 20
" Apple, oz. 60
" Banana, oz. 10
" Bays Green, oz. 5
" Bay Rum, oz. 30
" Bergamot, oz. 60
" Cade, oz. 5
" Cajeput, oz. 12
" Camphor, lb. 40
" Capsicum, oz. 60
" Caraway, oz. 25
" Cassia, oz. 12
" Castor, English 1st, lb. 14
" " 2nds, lb. 12
" " Pharmaceutical, lb. 17
" " Italian, lb. 25
" " French, lb. 17½
" Cedar, Pure, lb. 1 25
" Cedar, No. 2, lb. 55
" " Wood, lb. 50
" Cedrat, oz. 60
" Cedri Lizni for Microscopy, oz. 50
" Celery, oz. 1 00
" Chaulmoogra, oz. 12
" Chamomile, oz. 1 50
" Cinnamon, True, oz. 1 00
" Citronella, Coml., lb. 60
" " Opt., lb. 75
" Cloves, oz. 15
" Cocoanut, lb. 20
" Cod Liver, N.F. gal. 2 50
" " Norway, gal. 2 75
" Cognac, green, oz. 1 75
" " White, oz. 5 50
" Cologne, oz. 80
" Copaiba, oz. 10
" Coriander, oz. 1 10
" Cotton Seed, gall 80
" Croton, oz. 12
" Cubebs, oz. 45
" " Oleo Resin, oz. 40
" Cumin, oz. 45
" Dill, oz. 30
" Eugeron, oz. 20
" Eucalyptus, oz. 10
" Fennel, oz. 20
" Fusel, pt. 70
" Geranii Rose, Opt., oz. 2 00
" " " True, oz. 1 50
" " " Turkish, oz. 30
" Gin, oz. 1 00
" Golden Rod, oz. 50
" Goose, lb. 60
" Hemlock, Pure, lb. 1 20
" " No. 2, lb. 65
" Jasmine, oz. 80
" Juniper, Berries, oz. 12
" " Wood, lb. 60
" Lavender, English, oz. 80
" " Exotic, oz. 12
" " French, oz. 35
" " Garden, oz. 5
" Lemon, Opt., lb. 2 50
" " Grass, oz. 12
" Linseed, Boiled, gall. 68
" " Raw, gall. 64
" Mace, Essential, oz. 20
" Mace, Expressed, oz. 12
" Mahua, oz. 40
" Malaleu, oz. 35
" Mastic, oz. 75
" Mustard, Artificial, oz. 35
" " Essential, oz. 50
" Myrbane, lb. 20
" Neatsfoot, gall 1 30
" Neroli, oz. 4 25

Oil, Nutmegs, oz. 15
" Olive, Green, gall. 1 75
" " Yellow, gall 1 50
" Orange, oz. 20
" " Bitter, oz. 30
" " Sweet, oz. 20
" Origanum, White, oz. 20
" " Red, Pre., lb. 75
" Origanum, No. 2, lb. 50
" Palm, lb. 20
" Palma Rose, oz. 40
" Patchouli, oz. 1 00
" Pennyroyal, oz. 25
" Pepper, black, oz. 90
" " Oleo Resin, oz. 2 50
" Peppermint, Amer., oz. 35
" " English, oz. 1 10
" " Todds, oz. 40
" Petit, grain, oz. 75
" Petrolatum, gall 1 50
" Phosphorated, oz. 40
" Pimento, oz. 30
" Pine needles, oz. 20
" Pinus, pumilion, oz. 35
" Pinus, Sylvestris, oz. 15
" Poppy, oz. 10
" Rangoon, Pure, lb. 25
" Rhodin, oz. 6
" Rose, No. 2, ½th, each 2 00
" Rose, Virgin, ½th, each 2 50
" Rosemary, Opt., oz. 40
" " Coml., lb. 65
" Rue, oz. 20
" Rum, oz. 20
" Salad, Pure, gall 3 50
" " Patent, gall. 1 15
" Santal, Opt., oz. 35
" " W.I., oz. 20
" Sassafras, lb. 1 75
" " Artificial, lb. 75
" Savin, oz. 20
" Sesame, gall. 2 00
" Skunk, lb. 60
" Spearmint, oz. 40
" Sperm, gall. 1 50
" Spike, Coml., lb. 35
" " Fleur, oz. 1 50
" Spruce, lb. 1 25
" St. Johnswort, lb. 50
" Tansy, oz. 35
" Tar, lb. 10
" " Birch, lb. 10
" Wine, oz. 50
" Wintergreen, oz. 20
" " Artificial, oz. 5
" Wormseed, oz. 25
" Wormwood, oz. 75
" Ylang Ylang, oz. 6 50
Oakum, lb. 12
Oil Cake, ground, lb. 3
Ointments, Belladonna, lb. 60
" Blue, lb. 50
" Boracic Acid, lb 50
" Calmine, lb 10
" Carbhar, lb 75
" Carbolic, lb 40
" Cetaceum, lb. 75
" Comium, lb 80
" Elder Flower, lb 1 00
" Gallae, lb. 35
" " Co., lb. 80
" Hyd Ammon Chlor. lb 60
" " Bimodide, lb 75
" " Compd., lb 1 25
" " Nitratis, lb 55
" " Oxid Flav. lb. 90
" " Oxide Rub. lb 50
" Iodine, lb 70
" " Compd., lb 75
" Jodoform, lb. 1 00
" Picis, lb. 40
" Plumbi Acetas, lb. 15

Ointment, Plumbi Iodide, lb. 1 20
" Resin, lb 10
" Simple, lb 10
" Sulphur, lb. 10
" Sulphur Compound, lb. 20
" Vetatithe, lb 2 00
" Zinci, Oxide, lb 10
Oleoresin, oz. 1 50
Oleo-Resin, Capsicum, o. 40
" Malefern, oz 25
Opium, lb. 9 50
" Pulv., oz. 60
Orange Peel 15
" Ground 10
Oxeye, Bush., oz 1 00
" Tannate, oz. 2 50
Orthoform, oz 1 00
Orthol, oz 1 00
Ovarin Powder oz 3 00
Oxymel Squills, lb 50
Oxyspartetine Hydrochlorate, 15 gr. tube, each 65
Phenocoll, Hydrochlorate, 5 grain bots., each 1 00
" Chloride, dry, 15 gr. bots., ea. 1 00
Pancreatine, Pure Active, oz. 35
Papaine, Fmkler, oz 2 50
" Merck's, oz 65
Paracetphenetidine, oz 10
Paracheirosalol, oz 1 00
Paracotoin, 15 grain bot., each 50
Paracresol, oz 50
Paraformaldehyde, oz. 25
" Merck's, oz. 50
Paraldehyde, oz. 10
Paranephrin, 1-100 bots. 10 c.c. ea. 65
" and Cocaine, Hydroch., tubes of 1 gramme, each 35
Pelletierine, Sulphate, 15 gr. bot., each 1 75
" Tannate, 15 grain bot., each 50
Pellotine, Hydrochlor, 15 gr. bot. ea 6 25
Pental, 10 gramme bot., each 75
Pepsine, Boudaults, oz. 1 00
" Scale, Pure Soluble, lb. 3 75
" Pure, Soluble, oz. 15
Peptone, Meat Dry, oz. 30
Pepper, Long, lb. 10
Pernydrol, 50 gramme bots., each. 1 10
Petrolatum, Yellow, lb. 12
" White, lb. 15
" Snowwhite, lb. 25
Phenacetine, oz. 35
Phenamid, Powd., oz. 1 10
Phenocoll, Hydrochlorate, gram., each 35
Phenalgine, Capsules, oz. 1 10
" Powd., oz. 1 10
" Tablets, oz. 1 10
Phenazone, oz. 25
Phenol, Bismuth, oz. 85
" Chloride, oz 10
Phenophthalein, ¼ oz., each 10
Phenosalyl, oz 25
Phenylene, diamine meta hydro.,oz 1 20
" Diamine para pure, oz. 1 25
Phenylhydroxine, Hydrochlor, oz.... 55
Phloroglucin, ¼ oz., each 60
" Vanilin, ¼ oz., each 30
Phosphorus, lb. 95
" Pentachloride, oz 15
" Pentoxide, oz 60
" Red, oz 10
" Trichloride, oz 35
Picrotoxin, oz. 5 00
Pilocarpine, Alkaloid, 5 gr. bot., ea 25
" Hydrobromate 30
" Muriate 30
" Nitrate 30
" Salicylate 25
" Sulphate 25
" Tannate 1 35
" Valerianate 25
Pipe Clay, in squares, lb. 6
Piperazine, 5 gr. each 40
" Tubes, 5, 10 only, to grains ea 1 00
" in tube, tube .. 1 20
Pipetine, 5 gr. each 25
Pitch, Burgs, oz 5
" Canada, oz 5
Platinum and Potassium Chloride, oz. 1 00
Platinum, Bichloride, 15 gr. tube, ea 1 00
" Chloride Solution, oz 2 00
" Spongy, fine pieces 1 lb.
" and Iridium, various, 1 grain
" " " each
" Foil, 5 grain
Platinum and Potassium Chloride, oz. 2 00
" Wire grain
Plumbago, lb. ..
Podophyllin, oz.
Poppy Heads per 100
Potassium, Bichromate, oz.
" Acetate, lb.
" Acetate, C.P., lb.
" Arsenate, oz.
" Arsenite, oz.
" Benzoate, oz.
" Bicarb., lb
" " C.P., Cryst., lb.
" Bichromate, lb.
" " C.P., Crystal
" Bisulphate, lb.
" Bismuthate, lb.
" Bitart., Cryst., lb.
" Bitart., Pulv., C.P., lb.
" Borate, oz.
" Borotartrate, oz
" Bromide, lb
" " C.P., oz.
" Carbonate, lb.
" " C.P., lb.
" Caustic, Purif. by Alcohol, lb.
" Pure Sticks, lb.
" " Strictly C.P., oz.
" Chlorate, lb.
" " Pulv., lb.
" " Pulv., C.P., lb.
" " C.P., lb. Crystal
" Chloride, lb.
" Chloroplatinate, 15 gr. bot., ea
" Chromate Yellow, C.P., oz.
" Citrate, lb.
" " Eh. Bishop's 1 lb bot., ea
" And Cobalt Nitrite, oz.
" Cyanide, Com'l, lb.
" " C.P., lb.
" Ferri Cyanide, pure cryst., oz.
" Hypophosphite, oz
" Fluoride, Pure, oz
" Glycerophosphate, oz
" Hydrogen Sulphide, oz.
" Metantimonate, oz
" Hyposulphate, oz
" Hyposulphide, oz
" Iodate, oz
" Iodide, lb.
" " C.P., oz.
" Lactate, oz
" and Mercury Iodide, oz.
" Metabisulphate, oz.
" Metal, ¼ oz., each
" Metantimonate, oz
" Nitrate, lb.
" " C.P., lb.
" Nitrite, oz.
" Oxalate, Neutral, lb.
" Perchlorate, oz
" Permanganate, lb
" " Large Crystals, pure, oz.
" Prussiate, oz.
" Phosphate, C.P., oz.
" Prussiate, Red., Cryst., lb.
" " Red, Pulv., lb
" " Yellow, Cryst., lb
" " Yellow, Pulv., lb
Potassium, Pyrophosphate, oz.
" Salicylate, oz.
" Silicate, lb.
" " Lump, dry, oz.
" Silicofluoride, oz.
" And Soda Borotartrate, oz
" And Soda Tart., C.P., Cryst., lb
" Sulphate, Cryst., lb
" " Pulv., lb
" " For Fertilizing, lb
" " C.P., Crystals, oz.
" " C.P., Powd., oz.
" Sulphite, oz.
" Sulphocarb, oz.
" Sulphocyanide, oz.
" Sulphide, lb.
" Sulphuret, lb.
" Tartrate, lb.
" Neutral, oz.
" Tellurate, 15 gr. tubes, ea
Propylamine, oz.
" Chlor., oz.
Protargol, oz.
Protan Powder, oz.
Pulvis, Aloes Co., lb.
" Amygdal. lb
" Antimon Co., lb
" Aromatic or Cinnamon Co., lb
" Creta Aromat., lb
" " Camph., lb.
" " C. Opii, lb.
" For Mistura Creta, lb.
" Ipecac Co., oz.
" Jalap Co., oz.
" Kino Co., oz.
" Liquirice Co., lb.
" Opii Co., oz.
" Rhei Co., lb.
" Scammony Co., oz.
" Seidlitz, lb
" Tragacanth Co., lb.
" Thompson's Composition, lb.
Ptyalin, Active, oz.
Pulliy Powder, lb.
Pyoktannin, Blue, oz.
" Yellow, 10 grammes for
Pyramidon, oz.
Pyrenol, oz.
Pyrocatechin, oz.
Pyridin, C.P., oz.
Pyrodin, C.P., oz.
Pyrogallol, Bismuth, oz.
Pyroligninе, oz.
Pyrozone, 3 per cent., doz.
Quartz., Cryst., oz.
Quassia, Chips, lb.
Quassin, Cryst., C.P., 15 gr. bot., ea
Quinalgen, oz.
Quinapthol, oz.
Quinidine, Pure, Cryst., oz.
Quiniodine, Pure Cryst., oz.
Quinine, Acclosalicylate, oz.
" Acetate, oz.
" Alkaloid, oz.
" Arsenate, oz.
" Bisulphate, oz.
" Borate, oz.
" Bromate, oz.
" Bromide, oz.
" Cacodylate, oz.
" Citrate, oz.
" Dihydrochlorate, oz.
" Ferro Cyanide Hydro., oz.
" Glycerophosphate, oz.
" Hydrobromate, oz.
" Hydrochlorate, oz.
" Hydrocarbonate, oz.
" Hydriodate, oz.
" Hypophosphite, oz.
" Iodide, oz.
" and Iron Valerianate, oz.
" Lactate, oz.
" Phosphate, oz.
" Salicylate, oz.

Quinine, Sulphate, German, oz. 30
" " Howards, oz. 30
" Tannate, oz. 60
" and Urea Hydrochlorate, oz. 60
" Valerianate, oz. 50
Quinoline, oz. 75
Resorcin, oz. 20
" Recrystal, oz. 15
" Resublimed, oz. 10
Rhigoline, lb. 75
Rice Flour, lb. 9
Rodinal, 3 oz. bottle for 50
Root, Aconite, lb. 25
" Aconite, Pulv., lb. 30
" Alkanet, lb. 25
" Angelica, lb. 30
" Arnica, lb. 30
" Belladonna, lb. 20
" " Powd., lb. 30
" Blood, lb. 20
" " Pulv., lb. 25
" Burdock, lb. 13
" " cut, lb. 15
" Calamus, lb. 50
" Colchici, lb. 30
" Columbo, lb. 15
" Curcuma, Pulv., lb. 15
" Dandelion, lb. 20
" Dock, Yellow, lb. 16
" Elecampane, lb. 15
" " Pulv., lb. 25
" Galangal, lb. 20
" Gentian, lb. 10
" " Pulv., lb. 15
" Ginseng, oz. 55
" Golden Seal, whole, lb. 6 00
" " Powd., lb. 6 25
" Hellebore, White, Pulv., lb. 15
" Ipecac, oz. 25
" Jalap, lb. 70
" " Pulv., lb. 75
" Leptandrin, lb. 30
" Licorice, Extra Select, lb. 12
" " small sticks, lb. 15
" " Pulv., lb. 18
" Mandrake, lb. 16
" " Gr'd, lb. 18
" Marshmallow, lb. 40
" Orris, lb. 20
" " Pulv., lb. 30
" Pareira Brava 20
" Pleurisy, lb. 20
" Pyrethrum, lb. 35
" Rhatany, lb. 50
" Rhei, E.I., lb. 60
" Rhei, E.I., Pulv., lb. 1 00
" " Turkey (so-called) oz. 15
" " " Pulv., oz. 20
" Sasparilla, Honduras, lb. 50
" " Mexican, lb. 20
" Senega, lb. 1 10
" Serpentaria, lb. 80
" Sombul, lb. 40
" Spigelia, lb. 80
" Squills, White, lb. 12
" " Pulv., lb 20
" Stone, lb 20
" Tormentilla, lb. 40
" " Pulv., lb. 60
" Valerian, lb. 15
" Veratrum, Viride, lb. 25
Rosaniline, oz. 60
Saccharine, oz. 15
Safiron, American, oz. 7
" Spanish, oz. 1 00
Sal Acetosella, lb. 25
" Carlsbad, Artificial, lb. 15
" Cratoochloral, lb. 40
" Epsom, lb. 3
" " Howard's, lb. 5
" Glauber, lb. 2
" Nitre, (Potash) Crystal, lb. 9
" " Gran., lb. 9
" " (Soda) Cryst., lb. 9

Sal. Nitre, Gran., lb. 9
" Prunella, lb. 25
" Rochelle, lb. 25
" Rochelle, Crystal, lb. 35
" Rock, lb. 2
" Soda, lb. 2
Sanguine, oz. 10
Saligenin, 5 gr. boli, each 09
Salol, oz. 10
Salipyrine, 5 grain tablets, each 25
Sanophen, oz. 1 20
Salicylamine, Arsenobi, 0.1 grain boli, each 15
" Nitrate, 3 grain boli, each 10
" Sulphate, 3 grain boli, each 10
Saladonin, oz. 1 00
Sandaline, oz. 1 20
Santyl, Liquid, oz. 80
" tablets, tube 50
Sapodal, ½ oz. bot. 10
Scillipicrin, 1-5 gr. boli, each 05
Scopolamine, Hydrochlor, 1-3 gr. boli, each 15
Seeds, Anguina, lb. 09
" Anise, lb. 12
" " Pulv. lb. 15
" " Star, lb. 10
" Annatto, lb. 10
" Burdock, lb. 09
" Canary, lb. 8
" Cardamon, Decort, lb. 1 10
" " Malanar, lb. 80
" " Pulv., lb. 90
" Caraway, lb. 12
" Caraway, Pulv., lb. 15
" Celery, lb. 25
" Colchici, lb. 40
" " Pulv. lb. 45
" Comum, lb. 09
Seeds, Coriander, lb. 18
" " Pulv., lb. 20
" Croton, lb. 25
" Cumin, lb. 20
" " Pulv., lb. 25
" Dill, lb. 20
" Fennel, lb. 15
" " Pulv., lb. 20
" Flax, lb., ... 6
" Pure Ground, lb. 6½
" Foenugreek, Pulv., ... 6
" Hemp, lb. 7
" Hyoscyamus, lb. 50
" Hyssop, lb. 55
" Jambul, oz. 15
" Lobelia, lb. 45
" Maw, lb. 50
" Mustard, White, lb. 12
" Pumpkin, lb. 50
" Quince, lb. 1 50
" Rape, lb. 6
" Sanadilla, lb. 35
" " Pulv., lb. 35
" Stavesacre, lb. 31
" " Pulv. lb. 50
" Stramonium, lb. 30
" Strophanthus, oz. 10
" Sunflower, lb. 10
" Wormseed, lb. 30
Selenium, in sticks, oz. 1 50
Silica, Powd., oz. 20
Silver, Bromide, oz. 2 00
" Chloride, oz. 90
" Citrate, oz. 2 50
" Cyanide, oz. 2 00
" Iodide, oz. 1 60
" Metallic, Pulv., oz. 1 50
" Neucleinate, oz. 1 25
" Nitrate, cryst., oz. 75
" Fused, oz. 90
" Oxide, oz. 1 50
" Precipitated, oz. 3 50
" Sulphate, oz. 1 50
" Wire, oz. 6 00
Snuff, Copenhagen, lb. 1 10

Snuff, Maccaboy, lb. 65
" Scotch, lb. 65
" " Lorillards, lb. 90
Soap, Arsenical, lb 40
" Barilla Ash, lb. 25
" Castile, Conti, lb. 1
" " Shell, lb. 15
" " Pulv., lb. 18
" Curd, lb. 35
" Cocoanut, lo. 20
" Soft, English, lb. 12
" Nitrate, lb. 30
" Whale Oil, lb. 12
Soda, Acetate, lb. 20
" " C.P., oz. 5
" " Pure, fused, oz 1
" Aluminate, oz. 15
" And Ammonia Phos. (Microcosmi Salts), lb. 85
" Arsenate, Pure, dry, oz. 15
" Arsenite, Pure, oz. 10
" Ash, lb. 3
" Benzoate, oz. 6
" " from Benzoic Acid, oz. 35
" Bicarb., lb. 4
" " Chance's, lb. 10
" " Crystals, lb. 40
" " Howard's, lb. 1
" Bichromate, fused, oz. 5
" Biphosphate, oz. 12
" Bisulphate, pure cryst., lb. 45
" Bisulphite, lb. 30
" " Coml., Dry, lb. 25
" " Pure, Dry, lb. 40
" Bitartrate, Cryst., oz. 10
" Bromide and Caffeine Cit., lb. 1 00
" Bromide, Gran., lb. 58
" Cacodylate, oz. 1 30
" " ¼ oz. 15
" Carb., C.P., Cryst., lb. 35
" " C.P., Dried, lb. 35
" Carbolate, oz. 25
" Caustic, lb. 6
" " Gran., lb. 10
" " Sticks, lb. 40
" "Sticks, pure, by alcohol, lb 60
" Chlorate, lb. 30
" Chloride, pure, oz. 12
" Cholate, oz. 20
" Cinnimate, oz. 75
" Citrate, oz. 10
" Dithio Salicylate Beta, oz. ... 1 25
" Ethylate, Dry, oz. 1 00
" " Solution, oz. 25
" " Richardson's, oz. 75
" Fluoride, oz. 10
" Formate, oz. 15
" Glycerinephosphate, oz. 20
" Hippurate, oz. 90
" Hypochlorite, Solution, oz. 10
" Hypophosphite, oz. 10
" " C.P. oz. 50
" Hyposulphate, oz. 25
" Hyposulphite, lb., C.P. 20
" Iodide, oz. 30
" Iactate, Syr., oz. 25
" Meconite, oz. 2 25
" Metaphosphate, oz. 25
" Naptholate, oz. 75
" Nitrate, Crude lb. 5
" " Pure Cryst., oz. 10
" Nitroprussiate, oz. 40
" Nitrite, lb. 60
" " C.P., sticks, oz. 10
" Oleate, oz. 25
" Oxalate, oz. 10
" Paractoosalate, oz. 71
" Sodium, Perborate Medicin. oz 10
" Permanganate, oz. 30
" Phosphate, Gran., lb. 10
" " Pure, lb. 20
" " C.P. Cryst., lb. 35
" " C.P., Pulv., lb. 40

Soda Phosphate, C.P., dry, lb. 55
" Phosphite, oz. 40
" Phosphomolybdate, oz. 20
" Pyrophosphate, lb. 90
" " Pure, oz. 15
" Salicylate, lb. 60
" " Natural, oz. 60
" Sattonnate, oz. 1 50
" Silicate, lb. 6
" " Natural, oz. 4
" Silicofluoride, oz. 35
" Succinate, oz. 10
" Sulphate, C.P., Cryst., Lg. 25
" " C.P., Dried, lb. 35
" Sulphite Cryst., or Gran., lb. 7
" " C.P., lb. 25
" " Dried, C.P., lb 50
" " Pure, Rectyst., oz. 20
" Sulphocarb., oz. 10
" Sulphosalicylate, oz. 60
" Sulphovinate, oz. —
" Tannate, oz. 20
" Tartrate, C.P., oz. 5
" " Neutral, oz. 15
" Tellurate, 15 grains for 25
" Tetroborate, oz. 15
" Tungstate, lb. 75
" " C.P., oz. 20
" Uranate, oz. 10
" Valerianate, oz. 45
Sodium, Metal, ½ oz. bots. each 18
" Acetic, Theocin, oz. 3 25
" Fluoride, oz. 20
" Glycchollate, oz. 2 00
" Iodide, oz. 10
" Plumbate, oz. 25
" Stannate, oz. 20
" Sulphohydrate, oz. 30
Solanine, 15 gr. bots., each 2 25
Solution Clemens (Arsenic Brom.)lb 50
" Dobell's, lb. 20
" Fehlings, No. 1, oz. 5
" Fehlings, No. 2, oz. 10
" Hydrarg. Bichlor., lb 65
" Nitroglycerine, 1 per. cent., oz 10
" " 10 per cent., oz. 20
" " 25 per cent., oz. 35
" Potash Hydrosulphide, lb 10
" Platinate, oz. 15
" Soda, Hydrochlorate, oz. 25
" Vlemmicks (Calc. Sulph.), Wr 65
" Normal Volumetric, Ac. Hydrochlor., Wr. 2 25
" " " Sulph., Wr. 2 25
" " " Potash, Wr. 2 25
Somatose, oz. 57
" " and Iron, oz. 60
Somnal, oz. 65
Sozoidol, Mercury 0 50
" Potassium, oz. 1 25
Soy, Indian, gal. 75
Sozoidol, Mercury 1 50
" Potassium, oz. 1 25
" Sodium, oz. 1 25
" Zinc, oz. 1 50
Spermaceti, Subl., ½ oz., bot., each 25
Spermaceti, lb. 50
Spirits, Ammon., Aromat., lb. 65
" Camphor, pt. 85
" Chloroform, lb. 65
Stannous, Chloride, C.P., oz. 15
" Nitrate, Solution, oz. 30
" Sulphate, oz. 10
Stannic Chlorate, C.P., oz. 25
" Chloride, oz. 10
" Sulphate, oz. 10
Starch, Iodized, oz. 15
" Powd., lb. 8
Stearine, lb. 30
Strychnine, 5 grain, each 1 00
Strontia, Acetate, oz. 15
" Bromide, oz. 10
" Carbonate, oz. 10
" Chlorate, oz. 20
Strontia, Chloride, oz. 30
" Iodide, oz. 75
" Lactate, oz. 20
" Muriate, oz. 10
" Nitrate, lb. 40
" " Dry, lb. 50
" Oxalate, oz. 60
" Oxide, Caustic Cryst., pure, oz. 20
" Phosphate, oz. 20
" Salicylate, oz. 30
" Sulphide, oz. 15
Strophanthin, oz. 2 00
Strychnine, oz. 1 05
" Acetate, oz. 2 00
" Arsenate, oz. 2 00
" Arsenite, oz. 2 00
" Citrate, oz. 2 55
" Glycerophosphate, oz. 3 20
" Hydrobromate, ½ oz. for 35
" Hydrochlorate, ½ oz. for 15
" Hypophos., ½ oz. for 40
" Nitrate, ½ oz. for 15
" Phosphate, ½ oz. for 40
" Salicylate, ½ oz. for 45
" Sulphate, oz. 1 00
" Valerianate, ½ oz. for 40
Stypticin, 15 grain bot., each 50
" Tablets, box., each 20
Styptol Tablets, tubes of 20, each. 10
Styrone, liq., oz. 1 50
Succus Conium, lb. 75
" Taraxi, oz. 10
Sucrol, oz. 1 25
Sulfenal, oz. (Mercaptol) 20
Sulphanimod, oz. 2 00
Sulphur, Chloride, oz. 10
" Iodide, oz. 75
" Precipitated, lb., pure 25
" " Opt., lb. 20
" Powdered, lb. —
" Sublimed, lb. —
" " Extra, lb. —
Sulphur, Roll, lb. 6
" Vivum, lb. 6
Symphoral, 25 grammes for 2 50
Tamarinds, lb. 10
Tannalbin, oz. 10
Tannigen, oz. 85
Tannoform, oz. 40
Tannopine, oz. 1 05
Tar, Barbadoes, lb. 12
" Stockholm, lb. 15
Tartarus Boraxcutas, oz. 20
Terebene, oz. 15
Terpin, Hydrate, oz. 10
" Peroxide, oz. 1 00
Terpinol, Liquid, oz. 15
Tetraethyl, Ammonium Hydroxide ½ oz. for 30
Tetronal, 25 grammes for 1 50
Thalline, Tartrate, oz. 3 50
Thallium Sulphate, ½ oz., ea. 3 25
Theine, oz. 60
Theobromine, oz. 70
" Salicylate, oz. 1 25
" and Soda Salicylate, oz. 15
Theocine, Soda Acetate, oz. 70
Thermodin, 25 grammes for 3 00
Thermol, oz. 2 00
Thiocarbamide, oz. 1 00
Thiocol, oz. 1 00
Thiodine, oz. 60
Thiol, oz. 1 40
Thiosinamine, oz. 75
Thorium, Nitrate, oz. 10
Thymol, oz. 50
Thyraden, 25 grammes for 1 00
Thyroidine, oz. 1 25
Thyriodin, 25 grammes for 1 25
Tin, Metal Sticks, oz. 15
" Granulated, lb. 20
" Muriate Solution, oz. 10
" Powder, Fine, oz. 20
Tin, Rasped, oz. 12
Titanium, oz. 75
Toluene, lb. 60
Tow, lb. 09
" Carbolated, lb. 40
" Styptic, lb. 35
Tribromphenol, oz. 1 00
" Bismuth, oz. 60
Triethylate, oz. 60
Trifertin, oz. 1 20
Trikresol, oz. 15
Trimethylamine, oz. 50
Trional, oz. 1 25
Triphenin, oz. 60
Tropacocaine, 5 grains for 20
Trumaticin, oz. 20
Tuneba, 25 gramme tot 50
Turpentine, China, oz. 20
" Venice, lb. 12
Unguentum, Crede, oz. 1 25
Uranium, Acetate, oz. 75
" And Ammon Fluoride, oz. 1 50
" Chloride, oz. 60
" Iodide, oz. 75
" Nitrate, oz. 60
" Oxide, oz., Blk. 60
Uranium Sulphate, oz. 60
" Sulphocarbolate, lb. 80
Urea Crystals, Pure, oz. 20
" Nitrate, oz. 15
Urecedin, oz. 60
Urethane, oz. 50
Urotropin, Schering's, oz. 75
Valerianate, Merck's, 25lbs 5 00
Validol, 25 grammes, ea. 1 25
Vanilline, oz. 50
Veratria, Pure, ¼lb. or for 40
Verdigris, balls, lb. 20
" Pulverized, lb. 20
Veronal, oz. 1 80
" " Tablets, tubes of 10 each 70
Vinegar, Cantharides, lb. 60
" Squills, lb. 10
Water, Anise, lb. 10
" " Camphor, lb. 10
" " Cherry Laurel, lb. 25
" " Chlorine, lb. 20
" " Cinnamon, lb 8
" " Dill, lb 10
" " Distilled, gal 15
" " Elderflower, lb. 10
" " Fennel, lb. 10
" " Lime, pt 7
" " Orange Flower, lb 20
" " Peppermint, lb. 20
" " Rose, lb. 25
Wax, Bayberry, lb. 35
" Brazil or Carnauba, lb 70
" " Cerasine, lb 30
" " Japan, lb 20
" Paraffin Sterilized, 25 packages, each 65
" Paraffine, lb. 20
" White, No. 1, lb. 70
" " No. 2, lb 50
" Yellow, Beeswax, lb 55
Wine, Aloes, B.P., lb. 60
" " Antimony, lb. 35
" " Colchici Rad., lb 30
" " Sem., lb. 30
" Ipecac, lb. 60
" Ipecac, lb. 1 40
" Iron, lb. 30
" " Citrate, lb. 50
" Opium, lb. 30
" Orange, lb. 30
Xylol, oz. 30
Yohimbine, Cryst. (3 gr. tubes) ea. 1 25
" Tablets, (tubes of 10), each. 75
Zinc Acetate, oz. 5
" Benzoate, oz. 15
" Bromide, oz. 15
" Carbonate, oz. 15
" Chloride, oz. 30

RX Work Without Delay

There is a satisfaction in having your work when you want it.

Onr location, our facilities, our equipment, our system, ensure that beyond question.

Just now we are particularly anxious to get a job from you that someone else has failed to deliver just in the manner you desired.

Besides being prompt, we are first of all accurate.

You can't tell how much better we can do your R work until you have given us a trial. Why not send your order to-day?

Michigan Optical Company, Limited

20 ADELAIDE STREET W., TORONTO

Zinc, " Precip., oz.	10	Zinc Oleate, oz.	5	Zinc Sulphate, Pure, lb.	1
" Chlorate, tusel, o.	15	" Oxide, lb.	1	" " C.P., Crvst., lb.	
" Chloride, tusel, oz	10	" " Pure, lb.	20	" " C.P., Gran., lb.	2
" " Granul., oz.	10	" " Hubbuck's, lb.	10	" " C.P., Dried, lb	
" Cyanide, oz.	15	" " Dry process, lb.	25	" Sulphide, pure, oz.	
" Ferrocyanide, oz	15	" " Wet process, lb	75	" Sulphite, oz	
" Foil, oz	10	" Permanganate, oz.	30	" Sulphocarb., oz.	
" Granulated, lb	15	" Phosphate,	15	" Sulphydrate, oz.	
" " free from Arsenic, oz	6	" Phosphide, oz	75	" Sulphuratum, oz.	1
" Hypophosphite, oz.	10	" Salicylate, oz.	30	" Tannate, oz.	
" Iodide, oz.	60	" Stearate, oz	15	" Valerianate, Pulv., oz.	2
" Lactate, oz.	20	" " Comp. oz	50	" " Cryst., oz.	
" Metal, pure, oz	10	" " with Aristol, oz	3 00		
" Nitrate, pure, oz	15	" " with Ichthyol, oz.	80		

A NEW CATHARTIC.

A new cathartic has been prepared by Dr. Curt Ehrlich. He has named it Carvacrolphtalein. It is said to be the non irritant cathartic which exerts a prolonged action. It may also be used as an indicator in volumetric analysis for the determination of alkali in the presence of carbonates. It is prepared as follows: Phtalic anhydride and Carvacrol are heated with tin chloride for two hours at a hundred degrees centigrade, the product of the reaction is then washed with water and dissolved in a 5 per cent. solution of sodium hydroxide. The solution is then filtered and 5 per cent. sulphuric acid is then added. The Carvacrolphtalein is precipitated, and is recrystallized from glacial acetic acid. It then forms colorless crystals which are insoluble in water, but soluble in a solution of sodium hydroxide with the blue color.

SALICYIC ACID SOLUTION.

Lafay, in "La Clinique," calls attention to the comparative insolubility of salicylic acid and the inconvenience that results when prescribers order the acid in lotions and gargles in an amount that cannot be retained in solution. The difficulty is overcome, states the author, by using equal parts of salicylic acid and borax, the boro-salicylate of soda formed being very soluble in water and it does not require the addition of alcohol or glycerin.

The Canadian Druggist.

Vol. xxiii TORONTO, CANADA, NOVEMBER, 1911 No. 11

EXAMINE then JUDGE a

" PULVERETTE "

The All British Patent **POWDER PILLS**



Before After

¶ Superior to pills and compressed tablets.

¶ Supersede American made Powder Pills.

¶ Will not crack or discolor when kept.

¶ Process of manufacture is simple, quick and accurate.

¶ Drugs do not deteriorate during manipulation.

¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in **PULVERETTES.**

Canadian Depot :

T. H. McTAVISH & CO., 723 Yonge St., Toronto

Samples and Quotations :

OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

CUTTERS AND OTHER DEALERS.

At a recent meeting of the Canadian Pharmaceutical Association two questions which seemed to be of more than usual interest and excited considerable discussion were "the supply of goods to the cutter" and "the sale of proprietary remedies by the manufacturer to others than the drug trade."

In discussing both of these problems there are many things to be considered which do not always come to the front at first sight, but after careful reflection very often put matters in a different light from the idea previously entertained. We know that there is a strong feeling, and justly so, perhaps, against both the "cutter" and the man who encourages him, but when we look at the thing squarely we must asknowledge the difficulty which arises.

In regard to supplying the cutter it must first be remembered that in sections where "cutting prices" exists to any extent there will scarcely be found a single druggist who is not compelled to sell below the advertised price in order to retain his customers. It therefore goes without saying that in such localities cutting is almost, if not altogether universal, the only difference being that some retailers advertise themselves as "cut rate druggists," while others are content to meet the prices of the cut rate store. Again we have a company of acknowledged cut-rate druggists who are establishing agencies all through Canada for their special preparations, and many druggists have not taken time to consider that by becoming the recognized agents of such a company they are encouraging cutting in a very marked degree, Therefore, it will be seen tnat the druggists in a large majority of instances are not only cutters but that many of them are aiding and abetting the plans of a company who seek to establish themselves through cut rate prices.

If a wholesale house should come to the conculsion that they would not sell to anyone who cuts prices on proprietary remedies how many customers would tnat house have in Canada today.

Again, as to the supplying of proprietary medi-

cines to others than the drug trade, the fact must be borne in mind that patent medicines are now more than ever generally recognized as staple articles having the formulas registered at Ottawa and permission being given to sell them to the public at large with a sort of semi-endorsement of government.

In the province of Ontario which has by far the largest number of druggists in Canada the law permits the sale of patent medicines by anyone regardless of the business in which they may be engaged, and such being the case general stores and department stores will always keep these lines as a portion of their stock and as in the city where the largest stores, without any pretentions of a drug department, carry in stock every patent medicine for which there is a demand, so, also in the small towns we find grocers, drygoodsmen and others will also have these goods, supplies of them being obtained from their own wholesale houses. It will, therefore, be seen in both these cases it is very difficult to make a hard and fast rule to control the sale of these goods so as to make it perfectly in accord with the wishes of the retail druggist.

WORTH THINKING ABOUT.

Just a few words to the merchant-druggist who is ambitious and desires a full return for his time and energy. On going into business your desire quite naturally has been to show in real figures a goodly profit in your ledger, and to confirm it by a respectable cash balance in the book. This desire is proper, and we believe its fruition may be attained under ordinary conditions. Suggestions are not amiss and are not resented by the wisest of business men, therefore,we just want you as one of these men to think, and as you think make not only a mental observation, but put down in black and white the suggestions which come to you from time to time, either from personal observation or as given to you by others. The Trade Journal is amongst the best of your advisers in this matter and THINK over what it offer you take time to THINK -Have a pride in your business—If you have, if your heart is in it you will find it a source of pleasure as well as profit, and you will work with such enthusiasm that it will help you to success.

Rid yourself of jealousy—make friends of your competitors, and do not harbor senseless rivalry, but let it be a source of incentive to you to "do as you would be done by."

Educate your customers to buy "the best." Teach them that "cheap" goods are not always cheap in the end, and too frequently do not give satisfaction. The best is none too good for your customers, and if you honestly believe it you can make them agree with you. You will get the goodwill of your customers, better profits and a steady patronage.

"Specialize" in some particular lines. Let your store be noted for something in particular which appeals strongly to the public, and let this special line never be lost sight of. Keep it before the public eye always.

These are a few practical suggestions, many others might be added but—and here is another one, the next thought is waiting.

PUT INTO PRACTICE WHAT YOU ASK OF OTHERS.

The statement is sometimes made that retail dealers forget their resolutions and good intentions, and are not as loyal as they should be to those houses who live up to the retail dealers' idea of what a wholesale or jobbing house should be, and allow themselves to be persuaded to patronize houses who are in many ways the dealer's own competitors, says an Exchange.

When dealers make demands upon wholesalers and manufacturers that they should cease retailing or that they should confine their sales strictly to the trade, they owe it to those houses to be loyal to those who accede to their requests.

By confining one's sales, as largely as possible, to strictly wholesale houses, it is an encouragement to those houses to continue, and it would likewise serve to show those who do not protect the dealer to the extent which he feels he is entitled, that it would be advisable to do so.

Loyalty to a principle may sometimes not be the easiest way out of a proposition, but if you are convinced that the principle is right, then stand for it.

MANY BANKS IN WESTERN CANADA.

Figures which speak eloquently of the progress of Western Canada are those relating to the establishment of branches of the Dominion chartered banks. In 1901 the three provinces of Manitoba, Saskatchewan and Alberta possessed 71 banks among them, but in ten years a remarkable increase has taken place, and up to July, 1911, the three provinces possessed 671 banks. The greatest increase has taken place in the Province of Saskatchewan, which now has 285 banks.

It pays to keep track of what your competitor is doing, but if you are going to forget anybody, forget him first, because you can succeed without paying any attention to him.

Dates and Data
about
MORPHINE

E. Merck

1804. Seguin discovers a crystalline substance in opium.

1805. Serturner recognizes that a crystalline substance is the sleep-producing principle of Opium. He also recognizes the basic nature of this principle, thus discovering the existence of the whole class of alkaloids and "opening a way which has led to great medicinal discoveries." (Clause used by the INSTITUT DE FRANCE in awarding Serturner the Montyon Prize.)

1816. The name MORPHINE is given to the sleep-producing principle of Opium, being derived from "Morpheus" the Greek god of sleep.

1823. DUMAS and Pelletier determine the composition of Morphine.

1827. MERCK is the first to manufacture Morphine and place it on the market for medicinal purposes.

Specify MERCK'S Morphine Hydrochloras

To be had through the Regular Trade Channels

Darmstadt

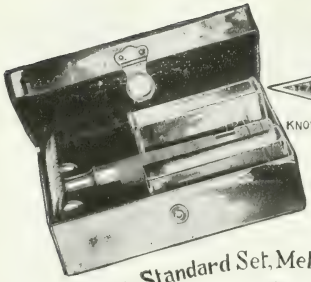
Frosst's Perfected Blaud Capsules

S.E.C. No. 71 "Frosst" Blaud Tonic Laxative, R 2.
S.E.C. No. 72 "Frosst" Blaud Arsenic & Quinine.
S.E.C. No. 73 "Frosst" Blaud & Quinine Compound.
S.E.C. No. 74 "Frosst" Blaud, Nux Vomica & Quinine.
S.E.C. No. 75 "Frosst" Blaud & Strychnine.

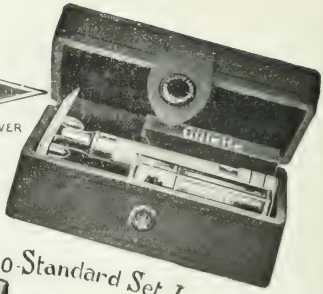
Five new capsules, manufactured with the same care of detail which characterizes the products of "Frosst."

Physicians appreciate the fact that Frosst's Capsules contain true Ferrous Carbonate in a fresh condition.

Charles E. Frosst & Co. **Montreal**



Gillette
KNOWN THE WORLD OVER



No. 460B.-Standard Set, Metal Case

No. 460-Standard Set, Leather Case

The Live Gillette "Christmas Assortment"

If you have never featured the GILLETTE as a Christmas specialty, here is good "assortment" to start with:

Only No. 460—Standard Set, with 12 double-edged blades, in Leather Case, to sell at	$5.00
Only No. 460B—Standard Set, "Indestructible", with 12 double-edged blades, in Pressed Metal Case, to sell at	5.00
Only No. 500—01—02—03 or —04—Pocket Edition, with 12 double-edged blades, in Metal Case, Silver Plated, to sell at	5.00
Or No. 500A, etc.—Same Sets, Gunmetal Finish	5.50
Or No. 500B, etc.—Same Sets, Gold Plated	6.00
Only No. 505—Pocket Edition, with 12 double-edged blades, in Leather Case (our newest set), to sell at	5.00
Only No. 00—Combination Set (Kodak Type), with 12 double-edged blades, Soap and Brush in Metal Boxes, whole in Grained Leather Case, to sell at	7.50

We don't want to load you up—you'll easily sell this "assortment" long before Christmas. Our Newspaper and Magazine advertising will help you to quickly turn the "assortment" into dollars. So will the striking GILLETTE Counter and Change Mats which we are sending out with all these "assortment" orders. The oftener you can repeat the order the better it will be for both of us.

GILLETTE, SAFETY RAZOR CO. OF CANADA, LIMITED.

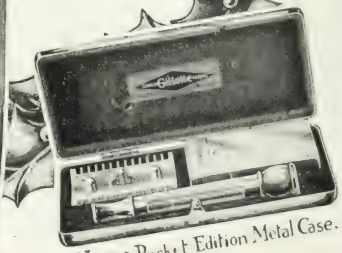
Office and Factory—
63 St. Alexander St
Montreal.



No. 505 Pocket Edition-Leather Case.



No. 00. Combination Set



No. 500 Pocket Edition, Metal Case.

PHARMACY IN GREAT BRITAIN

Back to Work Again—New Poison Regulations—National Insurance Bill Prospects—Another Poison Mystery—An Unusual Claim—Proposed Rexall Invasion.

(From our London Correspondent.)

The first week in October usually sees the start of the winter session. It was so again this year, as on the fourth of the month, the Pharmaceutical Society inaugurated the winter programme with a full meeting of the Council and the re-opening of the School of Pharmacy. Both events attracted the customary amount of interest. Following the adoption of a scheme for the systematic visitation of the local chemists' associations throughout the country, a committee of the Council which has had the matter in hand, was able to announce that the meetings to be attended by the new officer appointed to visit the associations would begin his duties this month, and continue right through the session. It is felt that by bringing provincial pharmacists in close touch with the headquarters in London, much useful work will be accomplished and pharmaceutical organization will be placed on an improved footing. In regard to the re-opening of the Society's School the proceedings were notable on account of the presence of Mr. Eugene Leger, of Paris, who attended to receive his Hanbury Medal and the cheque which accompanies it, presented in the name of the late Sir Thomas Hanbury, K.C.V.O. The medal was handed to Mr. Leger by the President, Mr. C. B. Allen, who discoursed on the many important discoveries of Mr. Leger during his researches on the chemistry and natural history of drugs. Mr. Leger made an appropriate reply in French. The inaugural address was given by Dr. J. Macdonald Brown, who took for the title of his remarks "The Pharmacist of To-day." In the course of his address Dr. Brown referred to an important question affecting pharmacists. I allude to the production of the British Pharmacopoeia and the representation — or rather non-representation of pharmacists—on the committee responsible for the preparation of that work. In very strong terms, Dr. Brown urged that pharmacists should have equal representation with medical men in the production of the Pharmacopoeia. It was an anachronism that there should have been only one pharmacist on the committee of medical men responsible for the production of the last issue. The progressive spirit of the age would sweep away such treatment of pharmacists in future. As a new issue of the B.P. is in course of preparation, it will be interesting to see whether Dr. Brown's remarks have any weight with the medical authorities.

* * * *

Mineral acids and oxalates, such as sulphuric, nitric, or hydrochloric acid became subject to new regulations on October 1st. It is now an offence for a retailer to sell these poisons unless the bottles in which they are sold are distinguishable from other by touch and are labelled with the name and address of the seller, together with the word "Poisonous" and "Not to be taken." There is a heavy penalty for non-compliance with these regulations which have been made by the Privy Council with a view to stopping the numerous accidents, fatal and otherwise, which occur as the result of the misuse of these poisons.

* * * *

The National Insurance Bill which has previously been referred to in these columns, continues to draw a good deal of public attention. I suggested a month or two ago that the interests of the medical and pharmaceutical community would be best served if the Bill was proceeded with at all possible haste, as both doctors' and pharmacists' demands have been reasonably met by the Chancellor of the Exchequer. Apparently, however, the Friendly Societies do not intend to let things remain as they are, and they have commenced an agitation for reconsideration of the clauses effecting the supply of medicines, etc. But it is not considered likely that the House of Commons will alter its decision on these points. Still, pharmacists are on the watch for any further developments.

* * * *

A poison mystery possessing a number of sensational features has just presented itself from Lancaster. James Henry Bingham, court keeper at Lancaster Castle, died from arsenical poisoning, and another member of the same family died from a similar cause. On enquiry, Edith Bingham, sister of J. H. Bingham, was arrested on a charge of having given poison to the deceased. The poison had apparently been taken from a tin of "Acme Weed-Killer," which contained arsenic and the suggestion of the prosecution is that Edith Bingham, who cooked the deceased's din-

ner on the day of death had mixed arsenic with the food. The accused girl is now on her trial at the Assizes.

* * * *

Rather unusual was a claim lately heard at one of the London County Courts—A grocer who required an assistant, advertised in one of the papers. In reply a man offered his services and gave the name of his late employer as a reference. On being approached by the advertiser, the former employer of the applicant gave him a character for honesty and good work. As a result the applicant in question was engaged to fill the position. For some time all went well, but one day the assistant was given a cheque to cash for one hundred and fifty dollars. He cashed the cheque, but instead of returning with the money he absconded with it, and in the end was sent to prison for a month. Then the trader who advertised for an assistant, sued the person who gave such a good reference to the applicant for damages. The learned Judge held that serious misrepresentation had taken place, and gave a verdict in favor of the plaintiff, with substantial damages. The case should warn employers not to give characters which are known to be incorrect.

* * * *

Pharmacy here is threatened with an American invasion. It is announced that the promoters of Rexall—the trading name of the United Drug Company, Boston, Mass., and the United Drug Co., Limited, Toronto, are considering the question of starting operations in this country. A party of well-known British pharmacists are visiting America, and attending the annual convention of Rexall, presumably with an eye to British business. Inquiries I have made indicate a good deal of interest in the proposal, as the name of Rexall is well known. At the present stage of the proceedings it would be unwise to prophesy as to the prospects of such an invasion, but if the experiment is tried it will certainly have a far reaching effect on the pharmaceutical trade of the country.

THE DELUSION OF BARGAINS.

Many a merchant has been ruined by buying a much larger bill of goods than he wanted in order to get the larger discount offered on the larger order. It is a pretty safe rule for a merchant to buy only what he believes he needs or can sell, and never to buy a thing just because it is cheap. In fact, it is a pretty good life rule for any one never to buy a thing just because it is cheap.

The sun may shine to-morrow, but that won't serve as an umbrella to-day.

RULES FOR ALL ACCOUNTS.

There are certain rules that ought to be followed in all accounts. All bills should be rendered promptly and often. The small bill is the easiest paid. As they say, "A short horse is soon curried."

Accounts should be kept posted up to date, so that when a man wants to know how much he owes he can be told without keeping him waiting a minute.

It is not enough to know when a customer opens an account that he is entitled to credit. He should be watched closely enough so that if conditions change you will be aware of it.

Don't pay out good money to get bad results from a collecting agency. Better to be your own collector.

Make it your plan to get from slow pay customers a little money, even if you can't get the whole bill. Better half a loaf than no bread.

When you ask a man for a payment of his account and get a promise, see that you are right on the spot on the day and date that he said he would pay something. If you get nothing then, take a promise, and be there the next time. Keep right after him and always be there when he told you to come. Leave him no excuses such as being able to say, "I said I'd pay you last Tuesday, but you never came around."

Mr. Slowpay should be discouraged in every possible way. Head him off at all the corners and meet him at every turn. If he gets this kind of treatment from all the stores, he will become discouraged and decide to become a cash buyer and save trouble.—Frank C. Farrington, in Boot and Shoe Recorder.

EXTENSIVE FINDS OF POTASH.

According to a report from Berlin, Germany, extensive finds of Potash have been made at Goderich, Ont., and in the region around Lake Huron and St. Clair. Geologists sent to this country by the German Potash Trusts have investigated the field, and their reports have been so encouraging as to justify the formation of a syndicate to exploit the field. It is well known that this is one of the most prolific salt yielding portions of Canada. The output last year amounted to nearly half a million dollars in value.

KENT M'CLAIN AGAIN.

Kent McClain (Toronto Show Case Co.) supplied the new shop fittings to the Fairville Drug Co., Ltd., of Fairville, N.B. These included the famous Roman all glass construction case with Tennessee marble bases.

The Walpole "Good Samaritan"

HOT WATER BOTTLE

FITS EVERY PART OF THE BODY



The hollow disk shape and thin model make it pillow-like and comfortable to lie upon. Stays without holding. Soothing instead of irritating Gives three times the heating or radiating surface of the ordinary bottle with the same quantity of water.



Note how comfortably it fits the face, and what a perfect foot-warmer it makes when the ends are buttoned together.



Moulded from one piece of rubber—no seams, joints or cement.

If you haven't the "Good Samaritan" in stock send for a sample order to-day.

RETAILS AT $3.00 EACH.

WALPOLE RUBBER CO. Limited

MONTREAL, P. Q.



FINE PHARMACEUTICAL PRODUCTS THAT GIVE SATISFACTION TO PHYSICIAN, PHARMACIST AND PATIENT

TRADE MARK 'TABLOID' BRAND	TRADE MARK 'SOLOID' BRAND
TRADE MARK 'KEPLER' BRAND	TRADE MARK 'HAZELINE' BRAND
TRADE MARK 'ENULE' BRAND	TRADE MARK 'ELIXOID' BRAND
TRADE MARK 'VALULE' BRAND	TRADE MARK 'VAPOROLE' BRAND
TRADE MARK 'VALOID' BRAND	TRADE MARK 'WELLCOME' BRAND

The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

The sale of articles of other manufacture when any of these brands are specified in ordering is an infringement and unlawful.



BURROUGHS WELLCOME & CO., LONDON (ENG.)

SYDNEY CAPE TOWN MILAN SHANGHAI

[illegible] Lawrence Building, Montreal, [illegible] & 50 West Third Street, New York, U.S.A.

Full stocks are held by all the Firm's Houses and also at the following depots.

[illegible] W. J. A. & H. Canadian Customs, 1 [illegible] & [illegible] Wellcome & Co., W. M. Harrison & Sons, Wrampling, Maxwell & Co., W. J. [illegible] Braithwaite, and The Gordon Mitchell Drug Co.

E141

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums

and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited

Montreal Chemical Works

1-15 Dalhousie St. - Montreal

MR. DRUGGIST!

Which ?

A Lady comes into your store and asks for two or three packages of Dye.

Which do you prefer? To have to ask her whether the Goods she has to Dye are Wool, Cotton, Silk or Mixed. Then hunt through a Cabinet with the Different kinds of Dye in it, with the chance of handing her out the WRONG kind, after all, and have her come back and tell you her Dyeing was a failure. Or to Carry a small, but complete assortment of



DY-O-LA
ONE DYE FOR ALL KINDS OF GOODS

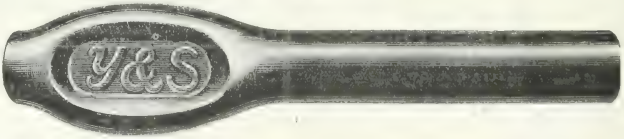
All you have to do is to go to a Handsome Little Rosewood finished Cabinet, open the door, and pick out the Color she wants. Knowing she can't use the **WRONG** Dye, as there is only **ONE** Set of **DY-O-LA,** and Guaranteed to color cloth of Any **KIND** Perfectly with the **SAME** package.

It's all a matter of Saving:- Patience, Time, Money, and Stock Tied Up. Ask your Wholesale House, or drop a Card for particulars to

The Johnson-Richardson Co., Limited, - - Montreal, Can.

Y&S

Stick Licorice



M & R Wafers in 5c muslin bags.
Licorice Lozenges in 5 pound tins.

Acme Pellets in 5 pound tins.
Soft mints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum.

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

EVERY worthy trade paper gives vastly more than it receives. As a distributing force the trade paper has no equal. Every subscriber, for a few cents each issue, gets a fund of facts, helps and information that he could otherwise learn only from costly experience.

It spreads before the subscriber a constantly changing and intensely interesting exposition of the goods featured by its advertisers; and this, to him, is indeed the most interesting feature of the paper.

To the manufacturer and wholesaler it offers not only the eyes, the attention and the orders of thousands of eager retailers, but it guides and educates those retailers and influences them to buy the new and better goods.

Yes! It does more! After they have bought, it shows them how to sell. It shows how to create a larger and larger demand for the kind of goods you make.

As a distributing force the trade paper has no equal.

It assembles the audience before the manufacturer and if he does not talk to them through his advertisements, his is the greater loss.

The time is long gone by when the trade paper is a beggar or a solicitor for favor on the ground of "loyalty" to the trade.

The Retail Jewelers' Journal

YOUR SUBSCRIPTION IS DUE.

On December first we will render all accounts for subscriptions to the Canadian Druggist for the years 1911-1912 and trust that we will receive a ready response from all our readers. The cost of production of a journal such as ours is very large and increasing continually, and we believe it is only necessary to call attention to the fact of your subscription not being paid to have a prompt remittance. A number of subscriptions for 1911 still remain unpaid, and these should be included in the amount sent us.

LEATHER GOODS.

Amongst the most attractive goods for the holiday season are leather novelties of which an unusually large and fine display is made this season. Leather goods have always been a leading "side line" for the drug trade, and not only are they in keeping with the various lines of fancy goods, but the fact that they are saleable at all times of the year commends them as an especially good line.

This season there are some new goods in purses, pocket books, cigar and cigarette cases of crocodile skin of a deep sea green hue which are amongst the best class shown, also seal-skin and suede are popular, and although there is a considerable quantity of fabric and other lines of a similar nature, yet leather goods will always have the lead, both on account of their durability and also their refined appearance. The handbags of this season are somewhat more showy in appearance than in the past, and colors especially in cloud gray, tamarin green and vulcan blue, as well as the standard pheasant brown are in demand as decidedly new and "chic."

The retailer who handles fancy goods cannot do better than have a nicely assorted line of leather novelties.

CHRISTMAS GREETINGS.

With the near approach of The Xmas season those of our readers who have not already laid in their supply of Xmas greeting cards will do well to put these in stock at an early date.

The Xmas purchaser no longer puts off to the last moment the choice of articles to be purchased, and while making selections the Xmas card is bound to take a front place amongst the small lines from which the purchaser will make the selection.

To obtain a large sale it is necessary that these goods should be properly displayed, and that well in advance of the season. Many of the designs this year are original and excellent works of art, Photogravure cards, celluloid, hand painted, etc., being especially in demand and the prices are so arranged as to suit the demand of all classes. In our advertising columns will be found the advertisements of a number of leading houses in this line of goods, and our readers cannot do better than patronize these houses who appeal directly to the drug trade for their business.

THE NEW B. P. CODEX.

It is expected that copies of the new B.P. Codex will be received very shortly, and as we are distributors for Canada, would suggest that orders should be placed at once to insure delivery. The price is $3.00 per volume, and all orders will be filled in rotation as received. The forthcoming work will be one of the greatest value to every pharmacist, and the amount asked for the book will be money well spent.

OPTOMETRICS.

The Optometrical Association of Ontario opened its 1911 and 1912 winter programme with a very enthusiastic meeting at their Board rooms on Wednesday, October 18th. Various matters of importance came up for discussion, and several interesting addresses were given relative to legislation and Public School Ophthalmic inspection. It was unanimously decided that the Association enter a vigorous protest with the Board of Education of the city of Toronto against the practice of allowing nurses to examine children's eyes in the Public School. Discussion brought out the fact that the nurses were uneducated in Ophthalmic work, that they had no proper equipment or place in which to make a satisfactory test or examination. The members were loud in their denounciation of the practice, and resolved that a public meeting be called as a further protest. The matter of legislation during the coming Provincial Parliament was discussed, and a very complete and satisfactory report received from the chairman of the legislative committee. The educational feature of the meeting was an address by J. G. Evans, M.A., M.D., F.R.C.S., who gave the meeting some very useful and interesting information on anatomy, physiology and brain fusion. The Doctor showed the relation of the right and left hemisphere of the Cerebrum and to one and another and to different sections of the body, together with the action of the Cerebellum, with unique and valuable explanations as to the the diagnosis and correction, of in cordination between the eyes of different portions of the body.

The meeting was greatly pleased with the address, and tendered a hearty vote of thanks to the Doctor for the same.

A vigorous protest was at once forwarded to the Board of Education, and a public meeting has been called at the King Edward Hotel, Toronto, for 8 p.m. on Friday, November 3rd, to consider further action regarding the inspection of the eyes of children in the Public Schools.

HOT SODAS FOR CANADA.

E. E. E. Shannon, Advertising Manager Liquid Carbonic Co., Chicago.

I never use the phrase "Hot Sodas" but what I think of the poor fellow who took the words literally and built a fire under his steel soda fountain for the purpose of boiling the soda water to make it hot. I have forgotten just what the epitaph said, but the hasty demise demonstrated eloquently the fact that there is no such thing as hot soda water.

The term "Hot Soda," though, has come to stay as indicating a hot drink served as a soda fountain; and even there the name is misleading because a soda fountain is not necessary at all to the service of hot beverages, although the service of hot beverages is necessary to the full success of the soda fountain.

I have just been reading a letter from a man way down in North Carolina, who runs a little general store and has no soda fountain, who saw a "Liquid" ad somewhere and bought a hot soda outfit that cost him $19. In about 15 weeks time that investment earned him $530 above cost, though he is in a town of only 300 population, 33 miles away from the nearest railroad, and in a warm climate.

I have another letter from a man in Texas, who says that he serves hot beverages all through the summer, along side of his cold sodas, and I have letters from dispensers in North Dakota, who tell me that they have a steady demand for ice cream sodas even when the thermometer is 30 below zero, and that this demand is kept alive by giving the patrons a choice of either hot or cold drinks.

LUNCHEONETTE FEATURE

A druggist in Iowa got to a point some three years ago, where he could hardly decide whether to buy a new fountain to replace one that had outlived its usefulness, or go out of the soda water business altogether. He decided on the former plan, bought a handsome new "iceless" fountain and thought he would try the experiment of playing up hot drinks and light luncheons along with his cold drinks. The experiment payed so well that one half of his store is now devoted to his "luncheonette" feature, winter and summer, and not only that, but he has rented an adjoining room, which is fitted up as a "soda grill" for his luncheon department. He won't say so directly, but I learned indirectly that he is making a great deal more gross sales and about double the profit from his soda water and luncheonette feature than he is making from his drug, candy and cigar sales.

Good digestion is the main ingredient of a satisfactory dinner, but it must have help.

Royal Vinolia

Shaving Stick

Pronounced by Experts to be the Best Yet

Trade Price in lots of 6 Dozen, $2.10 per doz., less 5

15 to the Dozen **Beats All!**

Vinolia New Lines

Bonnie Prince Charlie Toilet Water

Exquisite White Heather Odor
In 2 Sizes at $2.80 and $4.80 per doz., less 5 p.c.
Protected prices 35c and 60c

Bonnie Prince Charlie Talcum Powder

Exquisite White Heather Odor, in white or flesh tints
At $2.10 per doz., less 5 p.c.
Protected Price 25c

English Beauty Cream

White and Flesh Colors at $2.10 per doz., less 5 p.c.
Protected Price 25c

The above goods sold only to Druggists who sign an agreement not to cut the above retail prices. Carriage paid on orders of any Vinolia toilet goods of the value of $25.00 and upwards to any point east of Port Arthur.

These Goods are being Advertised

VINOLIA COMPANY LIMITED

Sole Agents for Canada:

LEVER BROTHERS, LIMITED, Eastern Ave., Toronto, Ont.

THE MARVEL

"WHIRLING SPRAY" SYRINGE







WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE, OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9, '02

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors
44 E. 23rd St. New York
Canadian Agents:
NATIONAL DRUG & CHEMICAL CO.

Sovereign Perfumes, Ltd.

CANADA'S
Largest
Makers of

Perfumes
and
Toilet Preparations

TORONTO



GILLETT'S LYE
HAS MANY USES.

It makes soap. It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It's a fine disinfectant.

GILLETT'S CAUSTIC SODA.
GILLETT'S CREAM TARTAR.

Should be sold by every druggist in Canada

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W.GILLETT COMPANY LIMITED
TORONTO ONT. MONTREAL

The basis of the luncheonette is the hot soda, and by hot soda, of course, I mean hot chocolate, hot coffee, hot bouillons, hot malted milk and other beverages, with or without cream.

The leading druggist of Winnipeg has just put in a magnificent marble, onyx and Germal silver fountain, and he is going to play up the hot beverage feature with great vigor, giving his patrons the choice of hot or cold drinks all through the winter, and making a specialty of the sale of ice cream no matter how cold the weather may be.

HOT SODAS FOR A COLD CLIMATE.

Although I know that the greater part of Canada has no colder winter than we have in Chicago, the winters are so much longer in most of Canada than they are here that I always think of Canada as a cold country. The fact that the winters are longer means that there is a longer period of time in which there will be a demand for the hot drink, and a correspondingly shorter period of time in which the demand for hot beverages will be little or nothing.

The percentage of profit on hot beverages is considerably higher than on cold, as it costs less to produce a cup of coffee or cocoa that sells for 5c. than it does a glass of 5c. soda water, and it costs less to produce a cup of hot bouillon, malted milk or any other 10c. hot drink than to produce a 10c. sundae. Overhead expenses is also less, because the cost of a hot soda equipment is only about one-tenth of the cost of a cold soda equipment.

The readers of the Canadian Druggist can do themselves no better turn than to make a thoughtful study of the hot drink proposition, whether they operate soda fountains or not, and those druggists who are in the western provinces must give especial thought to this problem because of the large influex of Americans into those provinces, who bring with them the acquired and inherited taste for both hot and cold soda beverages, and by force of habit instinctively look to the drug store as the place to get their soda water drink.

Some druggists think it unprofessional to sell soda water.

Why more unprofessional to sell a wholesome and beneficial cooling or warming beverage to the whole population than to sell cigars to proportion of the male contingent only, or candies, or soaps, or any other class of merchandise that is not a part of the pharmacopoeia?

As I take it, a druggist is first of all a MERCHANT. The fact that he is a professional merchant makes it all the more important that he should specialize on lines that benefit mankind while they show a profit.

FORTY YEARS IN BUSINESS.

Mr. A. L. Geen, on October 2nd, completed the fortieth year of his business career in the city of Belleville, Ont. On October 2nd, 1871, Mr. Geen purchased the drug business of J.V. Holden for a consideration of about $35,000. This business Mr. Geen, by diligent attention, increased by $20,000 a year. On two separate occasions fire put Mr. Geen out of business; once while situated in the Cronk Block and the second time in the Filliter Block. He eventually moved to the old Harrison store which he fitted up in splendid style, and which now is one of the most up-to-date and brightest business houses in the city. It is lighted by gas and electric light, and is heated with hot water.



MR. A. L. GEEN

In addition to his excellent drug trade Mr. Geen has, within the last few years, extended his stationery business, and this forms a very large portion of his trade, dealing as he does in books and magazines, and supplying nearly all the libraries and large institutions in this line in the neighboring locality.

Besides the active part which he takes in commercial life, Mr. Geen has found time to devote himself to the betterment of mercantile life generally. He is the senior past-president of the Retail Merchants' Association of Canada, and was at the head of the large deputation which waited upon the Dominion Government in reference to the trading stamp nuisance. Mr. Geen is an ordained clergyman of the Church of England, having been ordained on the 7th day of June, 1885.

It is not good policy to say there is no such thing when you have a call for an article you never heard of before. There are things you do not yet know.

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

The preliminary Board of Examiners held their quarterly examination in Montreal and Quebec last week, when 17 candidates presented themselves.

The following names by order of merit are those that have passed, namely: M.M.L.A. Cassey, Moses Gross, J. Alfr. Bernard, Paul Gagnon, and Joseph Kelly.

The following passed on all subjects but one, and will have to present themselves at the next examination for that subject:—M.M.J.C. Patenaude and D. Longpre.

The examiners were: Professors J. O. Cassegrain, of the Jacques-Cartier Normal School, and Isaac Gammell, of the High School, with Messrs. A. J. Laurence as general supervisor for Quebec and vicinity.

The next examination will take place on the 4th of January.

SUBSTANCES WHICH EXPLODE WHEN MIXED WITH OTHER SUBSTANCES AND TRITURATED.

Charles D. Lippincott read a paper on this subject at the annual meeting of the Pa. Ph. A. From his contribution we copy the following:

1. Potassium chlorate with tannic acid.
2. Potassium chlorate with sulphur.
3. Potassium chlorate with antimony sulphate.
4. Potassium chlorate with potassium nitrate and ammonium phosphate.
5. Potassium chlorate with picrate of ammonium.
6. Potassium chlorate with ammonia-sulphate copper and sodium hyposulphite.
7. Potassium chlorate with picrate of potassium produces purple flame.
8. Potassium chlorate with picric acid, yellow flame.
9. Potassium chlorate with oxalic acid detonates violently.
10. Potassium chlorate with potassium permanganate detonates.
11. Potassium chlorate with sulphur and iodine violent detonation.
12. Potassium chlorate with sulphur and fulminate of mercury (very sensitive).
13. Potassium chlorate with potassium prussiate and sugar.

Take an interest in the welfare of your employees, beyond merely getting your money's worth out of them. Help them to save their money and to get ahead in all ways.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

SANITOL GOODS.

Brantford, Ont., October 14, 1911.

The Canadian Druggist,
Toronto, Ont.

Dear Sirs,—I am writing this letter on behalf of the retail druggists of Brantford, regarding the Sanitol Company.

We think that their methods of doing business should be exposed through the Drug Journals.

This firm, as we all know, pose as friends of the retail druggists, first, by selling only to the legitimate drug trade; secondly, by protecting the price. "Yet, they do neither."

Take for example here. They first sold to a dry goods store here who afterwards cut the price of the twenty-fice cent articles to fifteen cents. Yet what was done? Nothing.

Then at Toronto Exhibition they sold five 25c. articles for one dollar. A splendid advertisement for price protection.

Then again in Brantford within the last month they sold a firm of jewelers here their goods and who are selling all the twenty-five cent articles for twenty cents.

These conditions are of no more importance to us here than it is to the retail trade at large. As after their first breach of faith the drug trade here refused to buy any of their goods.

Yours sincerely,
H. E. PERROTT,
Secretary Retail Druggist Asso.

TINCTURE OF CINCHONA BY MACERATION AND PERCOLATION.

H. Frerichs reports, in the Apotheker-Zeitung, a series of experiments made by him for the purpose of comparing the methods for the preparation method of the German Pharmacopoeia; 8, prepared in three ways: by 1, the single maceration of tincture of cinchona. Tinctures were the double maceration process of the Italian Pharmacopoeia, and 3, by a percolation method devised by the writer himself. It was found that percolation yielded a product of higher alkaloidal content than did the other processes. The author, therefore, recommends percolation for the preparation of tinctures of cinchona and other hard drugs which yielded considerable extractive matter.



Copyright 1911 **The Full Set** Patented 1911

The above illustration shows the entire set of No. 5 Drug Stationery and Cigar YOUNITS, comprising 125 YOUNITS to the set. There are 10 Building Display Slabs made of well seasoned Timber for displaying box and package goods. They are fitted with detachable metal strip for holding box goods on slab when same are tilted. There are also 5 circular disk slabs assorted sizes for displaying bottles, packages and making pyramid displays. The remaining 107 YOUNITS consist of Base Blocks, Uprights, Cross Arms, individual Bottle Holders and Extension YOUNITS in assorted lengths and sizes which will enable you to make fixtures to suit your requirement.

ONKEN
YOUNITS

$35.00

Set of Drug Fixtures

The Small City Merchant may do with His Show Windows just what the Large City Merchants are doing in Making Attractive "TRADE PULLING" Window Trims.



Copyright 1910 Patented 1911

This 10-foot Window Trim only took 67 YOUNITS of the 125 in the Set

If you are desirous of putting your show windows on a 100% efficiency basis, you need a set of ONKEN Wood Window Fixture YOUNITS, to be your GUIDING STAR.

The amount of Art you display in trimming your Show Windows, will tell pretty correctly, the amount of taste you display in the selection of merchandise you have to offer.

I have been making window and store fixtures for 31 years, and I have studied the needs of the window trimmer and merchant.

I am honest when I say that my set of YOUNIT Fixtures made specially for the Drug Trade is, without doubt, the best thing that has ever been created.

The price should not be any consideration.

It's what these fixtures will do in making window trimming easy and effective.

Displaying your merchandise to the best possible advantage, in making quick changes in your windows and, above all, bring into your store additional transient trade that now may be slipping by because your windows do not attract the eyes of many.

Price per Set

Set No. 5 for displaying Drugs, Cigars & Sundries **$35.00** Net Cash 30 Days

Freight and Duty allowed to Winnipeg and all ports of ENTRY east on Southern Can. border

My set No. 5 for the Drug Trade at $35.00 per set will go further with your window trimmer than $300.00 worth of metal or other wood fixtures.

With my set of $35.00 YOUNITS I can make more than 5 00 sounds like this.

ALL MY sets are put up in a HARDWOOD HINGED LID STORAGE BOX (oiled finish).

I make this set which has 125 YOUNITS in three stock finishes, viz.: Weathered Oak, Golden Oak and Antique Oak, all in a soft, mellow wax finish.

A beautiful book of designs included with each set down, showing 38 trims I have made with the YOUNITS. Shipping weight 110 lbs.

Order through your Jobber or direct.
Shipments made at once.
Send for A MESSAGE FROM HELL it has a moral and tells all about my YOUNITS.

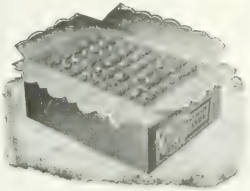
FIXTURES THAT ARE WORLD BEATERS



Copyright 1910 Patented 1911

The above Grouping Constitutes only about ⅛ of the YOUNITS in the Entire Set

THE OSCAR ONKEN CO. 736 Fourth Ave. Cincinnati, Ohio



Chocolate "Bordo"

The Sweet that All Can Eat

There is a reason why **BORDO** has proved such a phenomenal seller from the time it was first shown, and there is a reason why every dealer who has profited **our line** has sent in repeat order after repeat order.

THE REASON IS—The distinctive quality and flavor of **BORDO.**

We have many imitators but they can't copy the delicious flavor and consistency that has made **BORDO** the candy hit of the past 25 years.

Your stock is not complete without this specialty.

CHOCOLATE BORDO will stimulate sales for you. They will repeat.

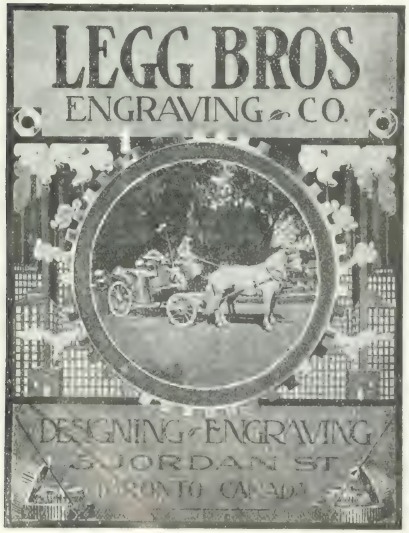
Make this fall's business big in profits. Pleased customers. Satisfactory sales. Full of repeat orders.

Don't wait, don't delay, don't hold back. Write to-day for samples and full particulars. Do it right now.

10c Packages ½ lb. Boxes 1 lb. Boxes 5 lb. Boxes

The Montreal Biscuit Company

M'f'rs of High Grade Confectionery. **MONTREAL**





MAJOR'S CEMENT



IT HAS THE REPUTATION

If you will recommend it to your patrons you will not only make a friend, but a steady customer.

Send for advertising matter. Bear in mind that we also manufacture the best rubber and leather cement.

D. WATSON & CO., AGENTS
MONTREAL

The Best Value For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND
UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J. S. HAMILTON & Co., Brantford
WHOLESALE DISTRIBUTORS FOR CANADA

NATIONAL FORMULARY.

The following are some of the new formulas that have been suggested for inclusion in the forthcoming edition of the National Formulary. The Committee is desirous of having them thoroughly tried by pharmacists in different sections of the country so as to avoid, as much as possible, unfavorable comment after the final publication of the book. Comments and criticisms based on practical experience will be welcome. All communications should be addressed to the chairman of the committee, Prof. C. Lewis Diehl, 932 Cherokee Road, Louisville, Ky., who will submit the comment to the sub committee having the matter in charge.

ELIXIR AMYGDALAE COMPOSITUM.

Compound Elixir of Almond.

Oil of Bitter Almond	0.5 Cc.
Vanillin	1.0 Gm.
Stronger Orange Flower Water	150.0 Cc.
Alcohol	50.0 Cc.
Syrup	100.0 Cc.
Kieselguhr	10.0 Gm.
Distilled water, a sufficient quantity to make	1000.0 Cc.

Dissolve the oil of bitter almond and the vanillin in the alcohol, add the syrup and then the stronger orange flower water, then the distilled water in several portions, shaving the mixture thoroughly after each addition; then add the kieselguhr, mix and filter, returning the first portion of the filterate, if necessary, until it runs through clear. Lastly, wash the filter with sufficient of a mixture of alcohol 1 volume and distilled water 19 volumes, until 1000 Cc. of product is obtained.

ELIXIR GLYCYRRHIZAE AQUOSUM.

Aqueous Elixir of Glycyrrhiza. Aqueous Elixir of Licorice.

Fluidextract of Glycyrrhiza	150 Cc.
Compound Spirit of Cardamon	5 Cc
Stronger Orange Flower Water	200 Cc
Glycerin	150 Cc
Syrup	150 Cc
Water, sufficient to make	1000 Cc

Mix and filter.

ELIXIR RUBRUM.

Red Elixir.

Cudbear	2 Gm.
Aromatic Elixir	1000 Cc.

Add the cudbear to the aromatic elixir, in a suitable container, and allow the mixture to stand for six hours with occasional agitation, then filter.

ELIXIR TRIUM BROMIDORUM.

Elixir of Three Bromides.

Ammonium Bromide	80 Gm.
Potassium Bromide	80 Gm.
Sodium Bromide	80 Gm.
Cudbear	2 Gm.
Compound Elixir of Almond, a sufficient quantity to make	1000 Cc.

Dissolve the bromide in sufficient compound elixir of almond, add the cudbear and allow the mixture to macerate in a closely stoppered bottle for six hours, with occasional shaking. Finally filter.

ELIXIR FORMATUM.

Elixir of Formates.

Potassium Formates	50 Gm.
Sodium formate	50 Gm.
Aromatic Elixir, a sufficient quantity to make	1000 Cc.

Dissolve the Formates in the Aromatic Elixir and filter.

ELIXIR FORMATUM COMPOSITUM

Compound Elixir of Formates.

Monohydrated Sodium Carbonate	23 Gm.
Magnesium Carbonate	20 Gm.
Strontium Carbonate	25 Gm.
Lithium Carbonate	8 Gm.
Quinine Alkaloid	7.7 Gm.
Formic Acid	200 Cc.
Compound Spirit of Cardamom	10 Cc.
Acetic Ether	2 Cc.
Alcohol	100 Cc.
Glycerin	300 Cc.
Purified Talc	20 Gm.
Distilled Water, a sufficient quantity to make	1000 Cc.

Add the formic acid to 300 Cc. of distilled water and in this dissolve the carbonates and then add the Quinine; to this solution add the Glycerin and then the alcohol previously mixed with the compound spirit of cardamom and the acetic ether, agitate thoroughly and add sufficient distilled water to make the product measure 1000 Cc. Then add the purified talc, mix and filter with sufficient mixture of Alcohol, 1 volume, distilled water 9 volumes, until 1000 Cc. of finished preparation is obtained.

ELIXIR CARDAMOMI COMPOSITUM.

Compound Elixir of Cardamom.

Compound Spirit of Cardamom	10 Cc.
Alcohol	90 Cc.
Syrup	400 Cc.
Kieselguhr	10 Gm.
Distilled Water, a sufficient quantity to make	1000 Cc.

Mix the compound spirit of cardamom with the alcohol, add the syrup then the distilled water in several portions, shaking the mixture thoroughly after each addition; then add the Kieselguhr, mix and filter, returning the first portion of the filtrate, if necessary, till it runs through clear. Lastly, wash the filter with sufficient of a mixture of alcohol 1 volume and distilled water 9 volumes until 1000 Cc. of product is obtained.

SPIRITUS CARDAMOMI COMPOSITUS.

Compound Spirit of Cardamom.

Oil of Cardamom	20.0 Cc.
Oil of Orange	20.0 Cc.
Oil of Cassia	2.0 Cc.
Oil of Cloves	1.0 Cc.
Alcohol	1.0 Cc.
Oil of Caraway	0.1 Cc.
Alcohol, a sufficient quantity to make	200 Cc.

Mix the oils with 140 Cc. of alcohol, finally adding a sufficient quantity of alcohol to make the spirit measure 200 Cc.

ELIXIR VANILLINI COMPOSITUM.

Compound Elixir of Vanillin.

Compound Spirit Vanillin	20 Cc.
Alcohol	80 Cc.
Glycerin	25 Cc.
Syrup	300 Cc.
Kieselguhr	10 Gm.
Tincture of Caramel	20 Cc.
Distilled Water, a sufficient quantity to make	1000 Cc.

Mix the compound spirit of vanillin with the alcohol, add the glycerin and then the syrup and the distilled water in several portions, shaking the mixture thoroughly after each addition ; then add the Kieselguhr, mix and filter, returning the first portion of the filtrate, if necessary, till it runs through clear. Lastly, wash the filter with a mixture of alcohol, 1 volume, and distilled water 9 volumes, until 980 Cc. of product is obtained. Finally, add 20 Sc. of tincture of caramel.

SPIRITUS VANILLINI COMPOSITUS.

Compound Spirit of Vanillin.

Vanillin	10 Gm.
Oil of Orange	10 Cc.
Oil of Cardamom	2 Cc.
Oil of Cassia	1 Cc.
Alcohol, a sufficient quantity to make	200 Cc.

Dissolve the vanillin and the essential oils in 150 Cc. of alcohol and then add sufficient alcohol to obtain 200 Cc. of product. Store in tightly stoppered amber-colored vials, in a cool place, protected from light.

ELIXIR AURANTII AMARI.

Elixir of Bitter Orange. Elixir of Curacao.

Oil of Bitter Orange	4 Cc.
Tincture of Bitter Orange Peel	20 Cc.
Alcohol	300 Cc.
Stronger Orange Flower Water	20 Cc.
Syrup	400 Cc.
Kieselguhr	10 Gm.
Distilled Water, a sufficient quantity to make	1000 Cc.

Mix the oil of bitter orange and the tincture of bitter orange peel with the alcohol ; add the syrup and then the stronger orange flower water and then the distilled water, in several portions, shaking the mixture thoroughly after each addition ; then add the Kieselguhr, mix and filter, returning the first portion of the filtrate, if necessary, till it comes through clear. Lastly, wash the filter with sufficient of a mixture of alcohol, 3 volumes and distilled water 7 volumes, until 1000 Cc. of product is obtained.

ELIXIR SODII SALICYLATES COMPOSITUM

Compound Elixir of Sodium Salicylate.

Sodium Salicylate	80 Gm.
Fluidextract of Cimicifuge	32 Cc.
Fluidextract of Gelsemium	16 Cc.
Potassium Iodide	16 Gm.
Purified Talc	15 Gm.
Aromatic Elixir, a sufficient quantity to make	1000 Cc.

Dissolve the sodium salicylate and potassium iodide in 800 Cc. of aromatic elixir, add the fluidextracts and then sufficient aromatic elixir to make 1000 Cc. Add the purified talc, mix and filter.

Compound elixir of sodium salicylate should be kept in amber-colored bottles, protected from the light.

October, 1911.

SOME PHARMACEUTICAL PREPARATIONS*

By P. Henry Utech Ph. G.

For many years past we have kept a record of hints and suggestions for the improvement or expediency in the manipulation of the various pharmaceutical processes or operations which have come under our observation. I take pleasure in presenting to you at this time some of the data, which, in our experience, have given excellent results. It is not claimed that these devices are all original, but were simply obtained from authentic sources, tested, tried, and not found wanting.

I shall first call your attention to a few points simple but very essential, in the making of U.S. P. syrups. We formerly had considerable trouble in making satisfactory syrups, both simple and medicated, until we began using the brand of sugar known as "Crystal A" Confectioner's Sugar. This particular brand seems to be entirely free from the bluish coloring principle. The water, too, must be distilled, not sterilized, if you expect to make a perfect product.

We also experienced some difficulty in maintaining a satisfactory syrup of wild cherry. Inasmuch as the influence of light exercises a very detrimental influence on the keeping quality and remedial value of this syrup, we have found it quite as advantageous to keep the stock syrup in an amber colored container. Some authorities claim that the aromatic principle is entirely dissipated in a few months upon exposure to a direct light. Incidentally I might mention that

*Read before the Section of Practical Pharmacy and Dispensing of the A. Ph. A. at the meeting at Boston.

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such clinical authorities as Wood, Sollman, Wilcox, and others, are convinced that this preparation is used chiefly for a flavor and contains little, if any, therapeutic value.

The compound syrup of hypophosphites formerly gave us some difficulty in making a permanently clear product owing to the presence of basic calcium salt. The addition of a small quantity of hypophosphorous acid seemed to remedy the trouble.

ELIXIR OF TERPIN HYDRATE.

Double Strength.

An elixir of terpin hydrate containing twice the usual amount of terpin hydrate can be prepared by the addition of a small quantity of acetic acid. The formula we now use is as follows :

Terpin hydrate in powder	256 grains
Acetic Acid	80 minims.
Tincture of sweet orange peel	2 fluidrachms.
Alcohol	8 fluidounces.
Glycerin	4 fluidounces.
Elixir aromatic, q.s. to make	16 fluidounces.

Dissolve the terpin hydrate by the aid of a gentle heat in the alcohol, to which the acetic acid has previously been added. Then add the tincture of sweet orange peel, glycerin, and lastly, elixir sufficient to make 16 fluid ounces.

Most formulas suggested by other experimenters seem to be heavily charged with glycerin in place of the alcohol, in many instances making the preparation eligible to the class of glycerites. Many also suggest the use of saccharin as a sweetening agent, which has recently been tabooed by the pure food and drug authorities.

We also make the elixir aromatic by using only one-half the quantity of syrup and water called for, in the first part of the operation, mixing with the spirit of orange and alcohol, and filtering until a clear solution is obtained. By this operation there is an economy of several hours' time.

INFUSION OF DIGITALIS.

When dispensing the U.S.P. infusion of digitalis, the physician expects to get a preparation which represents the entire diuretic property of the drug. For this reason we have always employed the well-known English brand of the drug. Although costing more than double the price of the American-grown drug, there is no comparison in the quality of the finished preparation.

This idea of economy is of altogether too frequent occurrence among our pharmacists. Many of the newer U.S.P. and N.F. formulas contain numerous volatile and aromatic substances, in some instances as an adjuvant, in other because of some therapeutic value. It is possible that often their object is entirely defeated through the dispensing of an inferior product. Take the case of the liquor antisepticus, tincture of lavender compound, etc., as examples. Their medical properties depend entirely upon the volatile oils. Many of our more progressive wholesale drug firms now attach a label showing the physical constants of each oil, thereby insuring uniformity and purity in the finished preparations in which they are employed.

We prepare several aromatic medicated waters by simple agitation of the oil with hot water, allowing the fluid to stand for several days or weeks, as the case may be. The product is then poured upon a wet filter which retains the excess of oil, and the preparation is then ready for use.

TINCTURE OF IODINE.

For more than ten years we have used the circulatory displacement method in preparing tincture of iodine with most happy results. The U.S.P. 1890 formula calls for potassium iodide in addition, which is not immediately dissolved. We use about 90 per cent. of the alcohol at first, place the mixed chemicals in a muslin bag and suspend them for one-half hour in the liquid. After that we take any excess of potassium salt out of the bag, add to it the tincture thus prepared, and finally wash the bag with the remainder of the alcohol.

CASTILE SOAP FOR MAKING EMULSIONS.

In making up emulsions of fixed oils, such as castor, almond, cottonseed, etc., the addition of powdered Castile soap—about 1 gramme to each 30 c.c. of oil—makes a most excellent emulsifying agent. In the case of castor oil emulsion, the soap likewise increases the aperient action of the oil. The soap may also be used in preparing emulsions of balsam of copaiba by increasing the amount with very satisfactory results. Emulsions of this character, however, are not as permanent as those made with gum arabic.

DISINFECTANT SPRAY FOR SICK ROOMS.

Guaiacol	2 fl. drams
Eucalyptol	1 fl. dram
Menthol	1 dram
Thymol	30 grains
Oil of wintergreen	7 fl. drams
Oil of peppermint	5 fl. drams

Spray about the room with an automizer.

KENT M'CLAIN AGAIN.

Mr. P. A. McNab, of Brooks, Alta., is taking care of his tobacco section by putting in the "Honduras" style case. The "Honduras" is constructed for appearance and durability from the ground up. It is made by Kent McClain, Limited (Toronto Show Case Co.)

Because one has always done things a certain way is no excuse for continuing to do them so after that way has been proved wrong.

Formulary

OIL SOLUTION OF THYMOL IODIDE.

Thymol iodide	40 gr.
Ether	50 min.
Olive oil	1 oz.

Place the thymol iodide in a mortar, add the ether slowly, continuously triturating; when the thymol iodide is dissolved add the olive oil. Allow the ether to evaporate when a clear mixture will result.

ANTISEPTIC FLEXIBLE COLLODION.

Gun cotton	10 dr.
Alcohol	6 oz.
Tinct. benzion	3 oz.
Sulphuric ether	25 ozs.
Mercuric chloride	1-200

Dissolve the gun cotton in the ether, shaking until it becomes the constituency of paper pulp; then add the tincture of benzion and shake the mixture thoroughly. To this mixture add the alcohol in which the mercuric chloride has previously been dissolved.

IODIZED VASELINE.

This preparation is made, says the Chemist and Druggist, by mixing 1 part of iodine with 25 parts of vaseline or liquid paraffin on a water bath for four or five hours at a temperature of 50 to 60 degrees. The preparation is of a black color and is said to be free from irritating action when injected into the tissues of the body.

AN ANTISEPTIC FOR SURGICAL PURPOSES.

The following formula is given by Watters in the Pharmazeutische Zentralhalle:

Cresol	50 parts
Oleic acid	25 parts.
Ammonia water (0.880)	5 parts.
Water	25 parts.

Mix the cresol and oleic acid, add the ammonia water and finally the water. Shake thoroughly.

GLYCERIN, THYMOLIS COMPOSITUM, B.P.C.

Compound Glycerin of Thymol.

Sodium Bicarbonate	1.00	87½ grains
Borax	2.00	175 grains
Sodium Benzoate	0.80	70 grains
Sodium Salicylate	0.515	45 grains
Menthol	0.029	2½ grains
Thymol	0.052	4½ grains
Eucalyptol	0.132	12 minims
Oil of Pine	0.052	5 minims
Oil of Wintergreen	0.031	3 minims
Alcohol	2.50	½ fl. ounce
Glycerin	10.00	2 fl. ounces
Solution of Carmine	0.50	48 minims
Distilled water	to 100.00	to 20 fl. ounces

Dissolve the salts in 80 (or 16 fluid ounces) of distilled water, and add the glycerin; dissolve the menthol, thymol and eucalyptol, and oils in the alcohol, triturate the solution with a little purified talc or kaolin, mix the two solutions, add the solution of carmine, allow to stand for three days, then filter and make up to the required volume with distilled water.

GLYCOGELATINUM, B.P.C.

Glycogelatin.

Gelatin	12.50	2 ounces
Glycerin, by weight	50.00	8 ounces
Sugar	5.00	350 grains
Citric Acid	2.00	140 grains
Oil of Lemon	0.104	8 minims
Solution of Carmine	1.04	80 minims
Orange-flower Water	18.75	3 fl. ounces
Distilled Water	to 100.00	to 16 ounces

Soak the gelatin in one and a half times its weight of distilled water until quite soft, add the glycerin, heat gently on a water bath until the gelatin is dissolved, and add the sugar and citric acid, previously dissolved in the orange-flower water; then add the oil of lemon and solution of carmine, mix thoroughly, strain through muslin, and allow to soldify.

HEALING OINTMENT.

Benzoated lard	1 pound
Yellow wax	1 ounce
Calamine	3 ounces
Boric acid	1 ounce
Oil of cloves	30 minims
Oil of caraway	2 ounces

ABSORBABLE CARBOLIC ACID OINTMENT.

Phenol	¼ ounce
Warm distilled water	1¼ ounces
White beeswax	¼ ounce
Soft paraffin, white	3¼ ounces

Mix the phenol with the warm distilled water, and add gradually to the previous melted mixture of beeswax and soft paraffin.

COMPOUND METHYL SALICYLATE OINTMENT.

Methyl Salicylate, by weight	10 ozs.
Menthol	2 ozs.
Eucalyptol, by weight	¼ oz.
Oil of Cajuput, by weight	¼ oz.
White Beeswax	3¾ ozs.
Hydrous Wool Fat	3¾ ozs.

Mix the wool fat with the melted beeswax, gradually incorporate the menthol and liquids, previously mixed by trituration, and stir till cold. —Pharm. Era.

CATARRH JELLY.

1. White petrolatum 8 ounces
Menthol 3 drams
Thymol 5 grains
Eucalyptol 1 dram

Melt the petrolatum on a water bath, and add the thymol and menthol, stirring until dissolved. When nearly cold, mix the eucalyptol thoroughly through the mass. The quantity of petrolatum may be increased if desired.

2.—Petrolatum 1 pound
Oil of wintergreen 48 grains
Oil of peppermint 192 grains
Camphor 192 grains
Iodoform 6 grains
Carbolic acid 1 drop

Melt the petrolatum on a water bath, add the camphor and when dissolved remove from the fire. Incorporate the remaining ingredients when the mixture is nearly cold.

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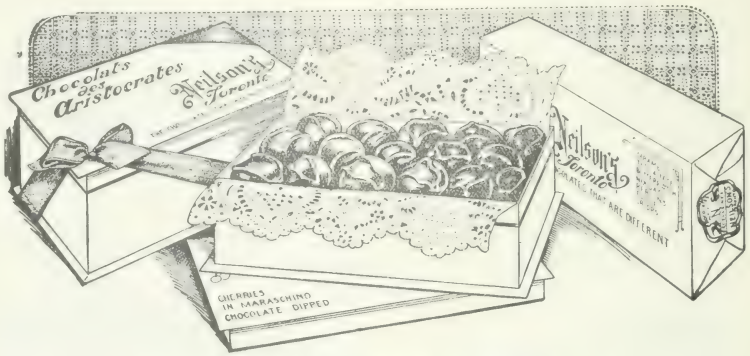
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ABSTRACTS.

RESOSALYL, A NEW SOLUBLE ANTISEPTIC

R sublimed resorcin, 22.2 Gms., caustic potash, 11.2 Gms., are melted together over a gentle flame in a capacious tared porcelain dish. Sodium sulphovinate, 33.2 Gms., and salicylic acid 27.6 Gms., are added, the heat being continued until complete fusion results, when camphor, 25 Gms., is added. Then boric acid, 20 Gms., borax 60 Gms., benzoic acid, 25 Gms., terpin hydrate, in fine powder, 8 Gms., sodium benzoate, 15 Gms., glycerin, 200 Gms., and water, 200 Gms., are added. The mixture is then heated to 80 degrees C. on the water-bath to complete solution, and filtered bright through cotton wool. The solution is odorless and miscible with water.—D. Monteil (Nouveaux Remedies, 1910, 27, 537).

ADRENALINE AS AN ANTIDOTE TO STRYCHNINE.

Adrenaline is stated to be a powerful antidote in cases of poisoning by strychnine, the action being similar to that in the antagonism between atropine and muscarine. Combinations of adrenaline and strychnine, that are not poisonous in the guinea-pig when given simultaneously, set up typical symptoms of strychnine poisoning when injected into the veins. From this it would appear that adrenaline delays resorption through the glands. In the frog, the heart of which has been brought to a standstill in systole by strychnine, can be brought into action again by adrenaline. There is, however, no specific antagonism; the effect is simply one of irritation, as shown by similar effects as produced by other agents—camphor, barium, strophanthin, and atropine.—Deut. Med. Zeitg., through Med. Press.

INDIAN TURPENTINE.

Indian Turpentine from the forests of Nainital, was prepared at the government turpentine-oil distillery, it being desired to ascertain its value as compared with the turpentine oils of commerce. As the result of examination it was found that the samples closely resembled Russian turpentine oil, but the Russian product is very variable in composition, and in this respect the Indian oil would have an advantage. Samples were submitted to importers and varnish makers. The importers stated that the odor of the oil differed from that of the American turpentine oil, and that an expert to whom they submitted it without stating its origin considered it to be a mixture of French and Russian oils. The varnish makers reported that the oil resembled Russian turpentine, and would have a similar value—i.e., about half that of American oil.

TOMATO SEED OIL

It is almost confusing to keep track of the substitutes for linseed oil as a constituent part of varnish. The latest to come under notice is oil from tomato seeds, which an enterprising canner of Italy has found to be fine for use in making varnishes. The output of this new product is over six hundred tons per year. If the chronicler of this find had only added that the seeds yield an oil the color of the ripe fruit, then we could have had a color-and-varnish discovery of much interest.

China nut oil is also knocking at the door, and is said to be substituting for linseed oil with satisfactory results.

In all this we have not heard a word from a real maker of good varnish as to what is his opinion of these attractive substitutes.

INCOMPATIBILITY OF MERCURIC CHLORIDE AND BORAX.

Helsmoortel (Pharm. Zeutralh.) states that he recently had occasion to prepare a prescription calling for 4 grams of resorcin a fourth of a grain of mercuric chloride, 2 grains of borax and 300 grams of distilled water. Upon attempting to dissolve mercuric chloride and the borax a precipitate of mercuric oxychloride was obtained in consequence of the alkalinity of the borax, and this precipitate did not redissolve upon the addition of the resorcin. When, however, the resorcin and borax were dissolved together and added to the solution of the mercuric chloride, a clear mixture resulted, which deposited but a slight precipitate after two days. The author suggests that borax and mercuric chloride should not be prescribed together.

TO MAKE ARTIFICIAL WOOD.

Attention has recently been drawn to experiments which have been carried out in connection with a process for the manufacture of artificial wood from straw or dry grass. At the outset it is proposed to utilize the process for the manufacture of matches, for which it is claimed to show considerable economy as compared with the costs of the methods and materials at present employed.

The straw is passed longitudinally through a pair of crushing rolls, and then between a pair of cylindrical cutters which divide the flattened straw into strips. The surfaces of the cutters are deeply serrated and are placed together so that the groove of one cutter receives the raised ring of the other. The straw, supplied with an adhesive, is fed to a travelling band, and is inclosed on top and underneath with layers of paper. The layer of straw and paper is passed through a pair of

rolls, under pressure, and then between a pair of endless chains, one upper and one lower, the links of which form metal mounds, and are constructed with longitudinal grooves, the edges of which meet opposite one another. The moulds are heated and are pressed together for a sufficient time to enable the agglutinant to harden. After passing between the chains the straw and paper issue in the form of a layer of round splints, which after being cut into the requisite length for matches are dipped into the ignitable composition.—Reported Trade and Commerce, Canada.

EXCELLENT SELLING HELPS.

Early in this year a small booklet, entitled "Helpful Hints for the Housekeeper," was issued by The Dodds Medicine Co., Limited, Toronto, and the demand for it was so large that they have now published Volume II of Household Hints containing additional information for Householders. This little book is full of valuable suggestions in every department of the household, and we feel confident there will be a large demand for it. Retailers, therefore, will do well to apply in good time for a supply of this book to be given away to their customers. The book will not only be an attraction to the store bringing in additional customers, but will also help to push the sale of the preparations made by The Dodds Medicine Co., Limited.

Dodd's Almanac for 1912 is also now ready for distribution, and they can be had by applying to the company. One noticeable feature of the policy of this firm, and one which should commend itself very strongly to retail druggists is that The Dodds Medicine Co. always urge the consumer to procure their remedies from the local dealer, and if he does not happen to have them in stock to ask him to procure them, rather than have orders sent direct to the manufacturers to be supplied by them.

The three specialties of this firm—DODD'S KIDNEY PILLS, DIAMOND DINNER PILLS, and DODD'S DYSPEPSIA TABLETS are all such excellent selling articles, and are so largely advertised by the proprietors that a liberal stock should always be on hand, and the careful distribution of the two publications which we mentioned will, no doubt, largely stimulate sales and increase the demand for these goods. The wise druggist will always supply the customer with the article asked for rather than shake confidence of the purchaser in the salesman.

The fellow with his mind and ambition on his work doesn't have to spend much time trying to stay on the water wagon.

DISPLAYING GOODS.

It is being recognized more and more each day, both by the Wholesale House and the Retail Dealer that goods must be properly displayed to be sold, to the extent of which, possibly their quality entitles them. Even articles of very good quality lose their attractiveness if indiscrimately displayed.

On the other hand, when the goods are well displayed in a clean, orderly manner, they acquire an added attractiveness which helps materially in selling them.

The well-known Musical Goods House of R. S. Williams & Sons, Ltd., are firm believers in the proper display of goods. They prepare many assortments of their lines, and include a display cabinet or display case at a nominal figure.



They are advertising in this issue a display cabinet for Harmonicas. The accompanying illustration will give our readers some idea of this cabinet. It opens out into three well-lined trays, in which the contents are arranged according to price, and which displays them in a very attractive manner.

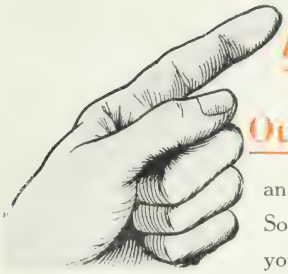
The cabinet when closed is of small dimensions, and is ornamented even in that condition as it has a piano finish.

In our last issue this firm advertised a show case with a small, well selected assortment of musical goods.

A trip through their show rooms showed other cabinets and show cases and novel and effective means of displaying musical instruments and supplies.

KENT M'CLAIN AGAIN.

The "Indispensable Trianon" made by Kent-McClain, Limited (Toronto Show Case Co.) was among the recent additions to the interior fittings of the North Shore Drug Co.'s store in North Vancouver. The "Trianon" is the combination counter, stock cabinet, and silent salesman made only by the Kent-McClain, Limited.



ABOUT ZAM-BUK

Our Special Offer

Send to your wholesale house or to us an order for 6 dozen Zam-Buk (or 5 doz. and 2 doz. Soap) and ask for window display. Report to us when you have made the display and we will send you $2.00 in cash. Buying at this rate Zam-Buk only costs you 30c a box.

Or still better, buy one gross. We will give a discount of 10 and 5 30 days and making the window display brings you $2.00 cash payment extra!

Zam-Buk bought in this way costs you only $3.47 per doz.

You Need Not Fear to Hold a Stock!

Zam-Buk is your best selling salve. You know that! We give Zam-Buk more advertising than any **three** other ointments combined get! A good thing well advertised means quick sales. This fall we are using over **600 Newspapers** every week! We have put a 32 page book into every house in every town and city from coast to coast. We have sent out through the mails nearly 700,000 of these booklets to country residents. We are posting 16 and 24 sheet posters in all the leading towns; and we have minor advertising schemes in hand. This means your sales in Zam-Buk will jump!

Are You Buying Right? See This List.

Quantity	Discounts	Net Cost Per Box	Retail Price	Profit to You
6 gross	15 and 5 30 days	28c	50c	75
1 gross	10 and 5 30 days	30c	50c	66
Less than 1 gross	5 30 days	34c	50c	47

Zam-Buk Soap (25c tablet retail price) at $2.13 per doz. may be included to make up quantities.

THE ZAM-BUK CO. - TORONTO.

WINNIPEG. 52 Princess St. | **MONTREAL.** 144 Craig St. W. | **HALIFAX, N.S.** 242 Lower Water St. | **ST. JOHN, N.B.** 89 Union St.

Heart to Heart Talks to Canadian Druggists on the Soda Fountain Question

IT WAS only about a dozen years ago that we began building soda fountains. But we built them much better than others and sold them at prices so much more reasonable than they offered that we won the confidence of the great public and on this solid basis and good will, built up the largest soda fountain industry in the world.

Largest Plant in the World

The picture on this page shows our new factory, the largest soda fountain plant in the world, and the only plant in the world in which all the parts of every fountain and of every carbonator are made complete from the raw material and assembled under one roof.

Improved, highly specialized, labor saving machinery, a body of the most highly skilled men in the world, and an organization and a system that works with clock-like precision, enable us so to reduce the manufacturing cost of our fountains and carbonators that we can pay the Canada duty and freight and lay our products down at the front of your store for a less price, measured by actual dollar value, than your own Canadian houses can do it.



Only One Profit

All smaller soda fountain houses, both in the United States and Canada, are little more than assemblers, making a few parts themselves, but buying most of them from other concerns and assembling the parts thus bought and made in some central plant.

Fountains built in that way lack the harmony that comes from the complete organization such as ours is, and they cost more to produce, because for every part bought they must pay a profit to the maker and charge on top of that profit their own profit, paying also two overhead expenses instead of one.

Buying Power

As the largest builders of fountains and carborators in the world, we are the largest buyers of marble, onyx, hard woods, and the largest melters of brass, copper, German silver and silver in the soda water business. The magnitude of our operations enables us to buy our raw materials at a very much lower price than any one else pays.

All that we save in the unity of our organization, in the economies of our buying power, in the savings due to improved machinery and methods, and in the fact that there is but one profit from maker to you, we pass on to you in the shape of greater value.

Spring Dating Offer

Just now is the dull season in the soda water industry. In order to keep our great plant working full time, we are making special concessions, both in prices and terms, offering outfits on a basis which means practically that you will do business all winter on our capital, for your payments begin in the spring.

Write for our proposition. Use the coupon.

HOT SODA PROFITS

There is big money to be made in Hot Sodas.

You can make a Hot Soda Equipment pay for the whole cost of a new Soda Fountain this winter.

Ask for particulars of our:
$14.00 complete outfit and our
$19.00 complete outfit.
Get our new Hot Soda Catalog.

THE LIQUID CARBONIC CO.
439 Wells St., Chicago

Gentlemen: Please send me your spring dating offer on Soda Fountains and Carbonators as advertised in the Canadian Druggist.

Name .....

P.O. ..... Province .....

"The Liquid" Carbonic Company

New York CHICAGO Boston

"PHARMACY LAW AND SOME OTHER THINGS."

Mr. Henry Watters, representing District No. 1 on the Council of the Ontario College of Pharmacy, has issued an address to his constituents, under the above caption, which contains so many points of genuine interest to druggists, generally, that we have decided to reproduce it in its entirety for the benefit of our readers :

To the Members of No. 1 District,

Ontario College of Pharmacy :

So many new enactments and amendments to previous enactments affecting the legal status and liability of the retail pharmacist have been placed on the statutes of the Dominion and Province, that a brief statement of their meaning and implication is in order. This will probably come to you from an official source. In the meantime, as your representative, I am assuming the duty of acquainting you with these and other matters of more or less importance.

It can, and should be said, that the Council of the Ontario College of Pharmacy has ever exercised watchful oversight of all Bills going before either the Local Legislature or Dominion Parliament, which could operate unfairly, or unnecessarily, against the legitimate pursuit of your calling, and has not hesitated on more than one occasion to appeal to the Legislature for specific enactments to protect the retail pharmacist from unfriendly encroachments on his business. While not all that could be desired has come out of these representations, a great deal more than is generally known can be placed to the credit of your Council. This is notably so in the matter of encroachments on your business by general store-keepers who, but for the strenuous efforts of your advocates, would have been granted the right to unrestrict sales of all drugs and medicines.

From their attempt to enlarge the pharmacy act to permit them to deal in everything properly belonging to the druggist, the general dealers came out of the struggle with a specific list of articles which they are permitted to sell, and which you will doubtless recognize as proper and necessary in the interest of the public and of no momentous importance to the pharmacist.

These are the only drugs permitted to be sold by everyone—Turpentine, Epsom Salt, Senna, Alum, Borax, Castor Oil, Sulphur, Glauber's Salt, Cream of Tartar, Carbonate of Soda, Glycerine, Carbonate of Magnesia, Citrate of Magnesia, Rochelle Salt, Blue Stone, Copperas, Saltpetre, Spirit of Nitre, Rhubarb Root, Ammonia, Solution, Phosphate of Soda, Camphor, Quinine, Chloride of Lime.

The following poisons may be sold by anyone, but must be contained in well-secured packages and labelled "Poison"—Paris Green, Hellebore, Tincture of Iodine, Arsenate of Lead, Carbolic Acid (not stronger than 5 per cent. acid), and London Purple, properly wrapped and labelled, and in the case of Carbolic Acid a proper record must be kept.

You may perhaps think that this list comprises an important portion of the druggist's stock in trade. Granted that it does, there is not one of you druggists, who, in the competition for trade in these goods, is not more than a match for the people in general business. Owing to your superior knowledge of these goods no less capable competition can deprive you of the share of the trade in these goods. You ought to know that quality to-day counts more than anything else in the preference of customers.

See that the QUALITY of the goods you stock, meets your own high standard of requirement for your own personal use.

See that the service you bestow on your customers is as exacting as you would require it to be when you are a customer to be served, and you need fear no attack on your business efficiency from less qualified and less trained competitors.

REGISTRATION OF APPRENTICES.

The recent consolidation of the Ontario Statutes has permitted some amendments to the Pharmacy Act, the bearing of which should be noted by all employers and apprentices. An important clause deals with preliminary educational qualification. Clause 15 section 3 of the Act permits an applicant for registration who may be short not more than two subjects in matriculation standing to register as apprentice, and enjoy all the privileges of apprenticeship registration provided the remaining two subjects be passed before entering on the lecture course of the O.C.P.

Clause 22 now provides that no person but a registered pharmacist or his qualified (registered) apprentice can compound physicians' prescriptions. This should not be overlooked, as there may be some employees having no registration standing as apprentices or graduates who would obviously be affected by this provision.

Clause 31 should always be kept in view by pharmacists. It has to do with sales of Cocaine and Eucaine, and their salts and combinations, which can be sold only on prescription of a legally qualified medical practitioner ; keeping a record of the transaction ; with name of prescriber and patient, number of prescription, quantity of Cocaine or Eucaine sold, and absolute retention of prescription as warrant for sale ; and of course, refusal to supply a copy.

THE DOMINION OPIUM AND DRUG ACT.

This Act, which is now in force, embraces Cocaine and Salts or Compounds; Morphine and Salts or Compounds; Eucaine and Salts or Compounds; and Opium, crude, powdered, or prepared for smoking. These can only be sold with the exception of Opium for smoking, which is absolutely prohibited, on prescription of a qualified Physician, Veterinary Surgeon or Dentist. Each sale requires a special prescription or order, and must be recorded in the same manner as the Ontario Act covering Cocaine.

THE PROPRIETARY MEDICINE ACT.

This Act practically requires all medicines put up for sale for internal use, including nose, throat and eye preparations, to carry the formula on the label, or to bear a registration number issued by the Department of Inland Revenue, also the compliance with other regulations required in the Act.

There is one feature of this Act not so well known as it should be, and not generally observed. It is that no exception is to be made in selling broken packages of articles coming within the provisions of the Act. In other words it is illegal to sell a single proprietary Headache Wafer or Powder, or a measured quantity of any liquid preparation embraced by the Act. This requirement for obvious reasons should meet with your favor.

THE CANADIAN PHARMACEUTICAL ASSOCIATION.

This organization was called into being by this Proprietary Medicine Legislation. It was found that any representations on behalf of our retail pharmacists directed to the Federal Government were shorn of effectiveness just because we were not organized as a Dominion Association. It was intimated in the plainest possible terms that no local or sectional unit would be accepted as representative of the views of the druggists of the Dominion. We had, therefore, no choice in the circumstances, but to organize the retail drug trade of the entire Dominion into a consolidated representative body. This was successfully accomplished by delegated representatives of the various provinces. To assure organic relationship with all local interests, the Council of the Canadian Pharmaceutical Association was constituted of two representatives from each provincial college or association. In this way, the machinery was provided for initiating needed action by the subsidiary units, or for passing down approved suggestions from the parent body to the provincial branches.

To carry on this necessary work, funds are required, and you are assessed fifty cents a year in common with every other druggist in the Dominion. This amount is appropriated from the annual fees collected from all registered druggists by the provincial licensing bodies. The amount contributed by Ontario may appear large by comparison with smaller provinces, but it is precisely the same quota per capita as all the other provinces. It may be recalled that previous attempts had been made to establish an organization similar to the one we are dealing with, but just precisely owing to want of effective provision for its maintenance those efforts ended in failure. We are aware that there are not wanting those who oppose the granting of your funds for this purpose. They insist that contributions should be voluntary. We agree it would be highly desirable as well as encouraging to know that our fellow druggists would come forward spontaneously with their willing contribution to this fund, but in the face of all our knowledge of human nature, supplemented by our own observations and experience, we cannot but approve the wisdom of the promoters of the C. Ph. A. in arriving at a method of financing the association of assured certainty. There is no doubt you have had good value for your 50 cents a year. The Association moreover carries possibilities of unlimited value and advantage to you if you will but follow its proceedings, and especially take an active interest in the deliberations by attending its meetings. You are in the habit of taking a summer holiday anyway, and no better one can be planned than the annual convention of the C. Ph. A.

THE LAW GOVERNING SALES OF LIQUOR AND ALCOHOL.

There is no need to go into detailed exemplification of the bearing of the Liquor Act on Druggists. Neither the druggist nor any one else not having a liquor license has any right to sell liquor without conforming with the regulations requiring a physician's prescription as authority for the sale, and proper record of same. It is a question whether the pharmacist has a right to sell alcohol without this formality. No official ruling can be had from the licensing department on this point. It may, however, be assumed that it is not the policy of the department to burden the pharmacist with undue restrictions on the legitimate practice of his calling. So long as you are selling alcohol for strictly medical or technical use, you have sound moral, if not overt official sanction for the sale. When it becomes doubtful as to the use to which it is to be put, your judgment and discretion should deter you from making a sale. It may as well be recognized that any stringent measures apparently directed against druggists have had their origin in abuses associated with defiance of properly established regulations of the control of liquor purchases.

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B.P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Look!

Every mail brings us letters send some cash for one or more bottles of **Dr. Marshall's Catarrh Snuff**, the article you have that has dropped down to 0 keep it in stock. **You ought to get this money and make the profit. Order it in cartons and display it.**

It is Advertised in Many Canadian Papers.

ORDER from your jobber NOW.

1 doz. Cartons, $1.10 ½ doz. Cartons, $1.05 5 PER CENT OFF



C. H. KEITH, Manufacturer, Cleveland, Ohio
THOMAS REID, Canadian Agent, 9 St. Nicholas St., MONTREAL

CATHETERS

Why not send us your orders for Catheters? Our stock is well assorted with all the lines and sizes. Our stock is fresh. We know you will be satisfied.

Some of the Stevens' Lines

Brown English, Soft Rubber, Yellow Linen, Silkaleen, Silk, Guyon's Latest, Steros or White Line.

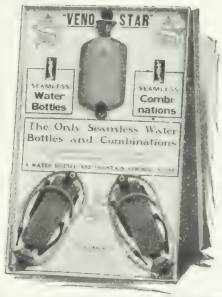
All above Lines supplied with:

Cylindrical, Olwary and Coride Points.
Thompson (Black Olwary Point).
Mercier Conde Points.
Thompson Bougies.
Metal Male and Female.
Rectal and Colon Tubes.

Quality and Prices Right!

The J. Stevens & Son Co.
LIMITED

CATHETER SPECIALISTS
145 Wellington Street West, TORONTO.



STAR SEAMLESS Water Bottles

TRIM YOUR WINDOW WITH THE

"Ever Ready Window Display"

Sent free with your Star Water Bottle order.

VENO-STAR WATER BOTTLES are the only strictly seamless ones made. Moulded in one piece. Made of the best obtainable grade of Para Rubber—They are full capacity and fully guaranteed.

Ask Your Jobber or Write us Regarding our Special Offer.

THE STAR RUBBER COMPANY

170 Sweitzer Ave. AKRON, OHIO

HORLICK'S MALTED MILK

is pure full-cream milk, combined with the extract of malted grains, and is manufactured by HORLICK'S MALTED MILK COMPANY, at Racine, Wisconsin, with the scientific methods, apparatus and sanitary precautions, resulting from their experience of over a third of a century.

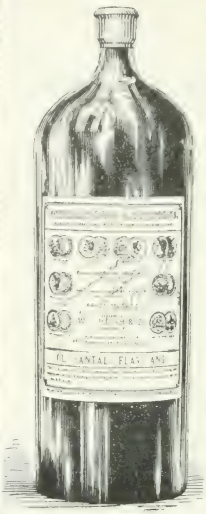
A delicious, nourishing Food-Drink that is distinctive and inimitable. Reliable—Uniform. Endorsed by the medical profession and the public for over 25 years.

Advertising material for Cold Soda Fountains, free and prepaid, upon request.

GILMOUR BROS. & CO.

Sole Agents for Canada

25 St. Peter St. Montreal, P.Q.



FINEST

ESSENTIAL OILS

For Medicinal Purposes
GUARANTEED. B.P. 1898 TEST

BUSH-OTTOS

Perfume Ottos in Concentrated form, 1 per cent. solution makes finest perfumes.
Simply reqires dilution.

OLEO RESINS

FRUIT FLAVORS

FRUIT SYRUPS

Depot for
POTTER & MOORE'S
MITCHAM LAVENDER WATER

W. J. BUSH & Co
LIMITED
of London, England
490 ST. PAUL ST. MONTREAL
Toronto Winnipeg Vancouver



The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

See Our Range of

"ARLINGTON"

"Pyralin" Combs

Before Ordering Elsewhere

We have a nice assortment at A1 value and they are unsurpassed for durability.

We also manufacture INFANTS' TEETHING RINGS.

The Arlington Co., of Canada
LIMITED

East
Duncan Bell,
Montreal

West
John A. Chantler & Co.,
Toronto.

WHAT ABOUT THE O. C. P.?

Are you quite familiar with the manner in which the affairs of our college are administered? As your representative, I have endeavored to face all problems confronting the college, with a single eye to the welfare of the institution. My record is inscribed on the proceedings of Council, and must stand as evidence of my view of what the attitude of your representative should be in the exercise of the function entrusted to him. From it may be extracted a correct estimate of the discharge of my obligations towards you.

It will be seen that at the risk of giving offence in some quarters, I attacked in Council and Legislature the privilege that physicians enjoy to register as pharmacists and conduct drug stores without examination. The members of Legislature were unhappily not ready for so radical an advance, so we had to abandon our demand until general enlightenment has recognized its justice.

It can be seen I opposed widening the privileges of general store-keepers and incorporated companies, also that I have always advocated accepting apprentices who were short in two subjects of matriculation; that I advocated the right of the district to elect its representative in case of resignation of member, instead of appointment by Council.

I have also advocated the extension of our teaching term to two full yearly courses of lectures, and the enlargement of our education function to cover the whole apprenticeship period by means of correspondence instruction.

The time has come when these problems can no longer be shirked. Our college has been at a standstill for some years, and must either conform to modern progressive methods, or suffer natural deterioration and decay.

Now, you have views and opinions on all the points briefly indicated, and you should give the college the benefit of them whenever you believe they would serve its interests.

Let your representative hear from you when you have any criticism of college affairs, or original ideas you would like to see incorporated into its administration. Keep your eye on what's going on at Council or other meetings. Scan the financial reports of the College and learn what is being done with the funds.

We have recently had some unripe criticism of expenditure of College Funds. This can only be accounted for by any member of the Council who has followed the development of College affairs. Any member of the Council who would refuse to expend the funds in safeguarding the interests of the druggists or initiating progressive movements in their interests, is a block on the advancement of the institution.

PRACTICAL SHOW CARD WRITING.

Not many years ago, when show-card writing was unknown as a profession, it was safe to say that 99 per cent. of the card signs made by hand were lettered with Japan colors. And it is a surprising fact that a great many sign painters still stick to this old-fashioned way.

The rapid development of card-sign painting has compelled ink and color makers to "take notice," and as a result there are many preparations on the market, of more or less merit, from which the card writer may choose. None of the ink colors is entirely satisfactory, for the good and sensible reason that they do not cover. Furthermore most ink preparations have a tendency to "chip" when dry or to "frog-eye" while drying, and they also fade very rapidly.

Time and experience have proven that water (distemper) colors are the most suitable and satisfactory.

Water colors, to get the best results must first be ground very fine, and then kept in pulpy condition until consumed. Water colors are simply dry pigments ground in water. The water will evaporate, sooner or later, unless the vessel containing the color is absolutely air tight. Hence an air-tight receptacle is absolutely necessary.

When mixing water colors always add just one part mucilage to five parts color. Just enough of the former is added to make the color adhere to the surface to which they are applied.

Every beginner should bear in mind that for rapid show card work water colors are indispensable. They are used exclusively by all experts. This does not mean that Japan or oil colors cannot be applied successfully to cardboard, for they can, and are often used in sign establishments where the volume of card signs is so small as to render it impracticable to carry a water color equipment. Card signs that are exposed to the elements, should always be done in japan or oil colors, as they dry quickly, and with a dull finish.

There are several good reasons why water colors are preferable for show-card work. Their cleanly, odorless, and quick-drying qualities, and the rapidity with which they may be mixed, are the strongest points in their favor. Soiled hands can be instantly cleaned with soap and water without leaving a stain, and cups, saucers, brushes and all other articles that may be used in the work, can also be cleaned easily and quickly. Water colors are free from disagreeable odors such as emanate from oils and japans. They dry hard and firm, almost as quickly as applied, and the rapidity with which various tints and shades may be mixed, is decidedly in their favor.

"Dry colors," which are paints in powdered form, may be mixed with water and mucilage for show-card work. They are not as satisfactory, however, as colors ready mixed for this special purpose.

"Letterine," is one of the many preparations more or less suitable for card work. It is a secret mixture, put up in bottles in liquid form, ready for instant use, and is manufactured especially for card writers. It should be thinned with water only.

Letterine has several good and also several bad qualities. It is ready for instant use, and it dries hard and quickly with a very perceptible gloss. It works freely and smoothly under the brush.

Colors that are used for card work should be opaque, so that when the color is applied, no trace of the background can be seen. This cannot be accomplished with letterine, because it is transparent. When applied the surface can be distinctly seen through the color. This falt also permits the brush marks to be seen.

Letterine may be had in all colors. However, black letterine is the only color that is highly recommended by the writer for all work on a pure white surface. The other colors are unsuitable, owing to their non-covering qualities.

Experience has demonstrated that Cremnitz is the best white to use. It is a form of white lead and is preferable to all other whites, either dry or prepared ready for use. The next best white is called French Zinc, the oxide produced from the fumes of the spelter. It will not cover as well as Cremnitz White, but can be used successfully in an emergency.

For small lettering, dark colors of drawing inks may be used. They are the best adapted to pen work, and are a necessary part of the equipment of the card writer.—American Paint and Oil Dealer.

KENT M'CLAIN AGAIN.

Mr. E. J. Bellman, of Collingwood, has improved the occasion of recent store changes to install two types of show cases, that for the respective purposes represent the last word in show case development. These are the "Trianon" combination show case, counter, stock cabinet, and the "Eclipse" all glass construction silent salesman, made by Kent-McClain, Limited (Toronto Show Case Co.

MODERN METHODS.

Since moving into their new warehouse, at 80 George St., E.G. West & Co. have installed several new labor saving systems which will tend to give more prompt service and prevent mistakes in shipments.

A NEW PLATING POWDER PROCESS.

A new and much discussed English process for metallic coatings is described by Arthur D. Little, Inc., Boston, in the recent annual report as official chemists to the American Founders' Association. The details of this method as shown by two patents recently taken out in London were as follows: A wet rag dipped in the plating powder mixture is rubbed on the surface to be coated. If this surface is metallic, or at least electrically conducive, electrolytic action is set up in the wet mixture which is rubbed on and the desired metal is deposited on the surface. A suitable mixture for nickel plating is stated to be as follows: Sixty parts of nickel ammonium sulphate, 3 parts of metallic magnesium, 30 parts of chalk, 7 parts of talc powder.

The nickel ammonium sulphate dissolves when the powder is wet forming the electrolyte, the magnesium being highly electro-positive forms the anode, while the surface to be coated forms the cathode. There are, therefore, produced a number of short-circuited electrolytic cells with particles of magnesium as anodes and the surface as cathodes, with the result that nickel is deposited on the surface. The ammonical salt is stated to be specially advantageous when the surface to be plated is greasy and the reaction tends to dissolve the grease and facilitate the plating. The talc powder and chalk serve both as abrasives for polishing the coating and to prevent the ammonium sulphate from acting on the other ingredients by absorption of moisture from the atmosphere.

A mixture of the following composition for plating zinc on iron or copper is suggested: 45 parts zinc dust, 15 parts ammonium sulphate, 3 parts magnesium, 30 parts chalk, 7 parts talc.

SOPHOL.

This is a new organic compound of silver containing 20 per cent. of the metal. It is the silver salt of formo-nucleinic acid, and occurs in the form of a granular brown powder, which is soluble in water, its solution requiring the usual precautions of cold water, non-contact with metals, and storage in colored glass. It is chiefly intended for use in ophthalmology in solutions of 2 to 5 per cent. Its great advantage over several other silver compounds is its non-irritating properties. In the prevention and treatment of ophthalmia neonatorum 5 per cent. solutions, as a rule, are employed, and much success has attended its use in this direction. It is actively bactericidal, and has been shown to be approximately twice as powerful as protargol, the proportion being practically that of the relative silver content of the two compounds. The makers are the Bayer, Co., Ltd.



Viola Odorata and Reine Iris Soaps

No up-to-date Druggist can afford to be without these for their Christmas trade. Their beautiful floral odor and one-half gross of samples that we give with each gross of soap will sell the goods and bring large returns.

Mother's Favorite

for a medium price soap with doll as per photo for Christmas trade is unexcelled. Write for quotations.

The Dominion Soap Co., Limited

Sole Canadian Agents for The Andrew Jergens Co., Cincinnati, O.

HAMILTON - CANADA

New Canadian Branch

SPECIAL OFFER

I will send a typewritten letter and circular to a list of 250 of your customers inviting the ladies to your store for free samples, a supply of which I will send you prepaid gratis with an order amounting to $8.00 or over.

Kosmeo Cream	$4 20
Kosmeo Face Powder (white, flesh & brunette)	4 20
Hair Restorer (name changed to hair color)	8 40
Bonalaxa (the bon bon laxative)	2 10
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugene Enamel (white or flesh)	8 40
Bath of Isis for the hands	4 20
Rose Bloom (liquid rouge pins and damask)	4 20
Stick Rouge for lips and cheeks	2 10
Cactico Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygienic Skin Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat Al	4 20
Bleaching Cream	6 30

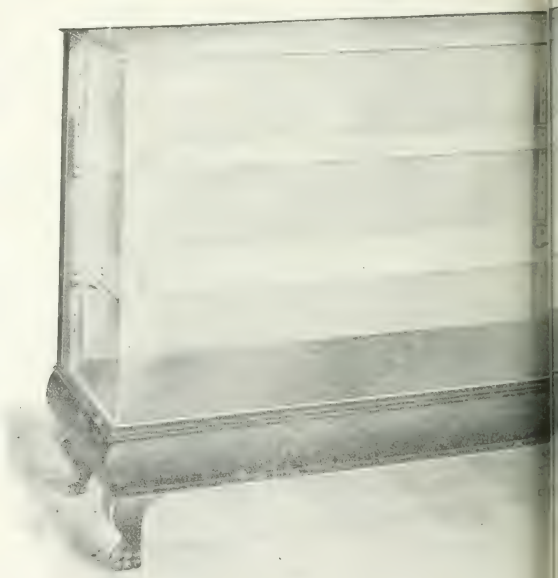
ADDRESS

Mrs. Gervaise Graham

46 Ouillette Ave., Windsor Ont.

SHOW CASES an

If the class of trade you serve doe
would it not be well to get goo



Kent-McClain Limited

181-199 Carlaw Avenue - - Corn

SHOP FITTINGS

not seem to demand good fixtures
xtures and improve the class?



Toronto Show Case Co.)

of Queen St., East. TORONTO

N. A. R. D. CONVENTION.

The seventh annual convention of the National Association of Retail Druggists of the United Stated was held at Niagara Falls, N.Y., when the following officers were elected :

President, H. C. Shuptrine, Georgia ; first vice-president, T. B. Cartmel, Delaware ; second vice-president, E. A. Bernius, Missouri ; third vice-president, S. A. Eckstein, Minnesota ; secretary, Thos. Potts, Illinois ; treasurer, Harvey I. Leith, Rhode Island ; executive committee, Chas. H. Huhn, Minnesota ; Henry W. Merritt, Pennsylvania ; H. B. Guilford, New York ; J. A. Bean, Massachussetts ; E. H. Thiesing, Ohio ; A.E. Zuber, Illinois.

The following resolutions were adopted :

Resolved, That the National Association of Retail Druggists appropriate from the funds of the Association, the sum of $100 for the Proctor Memorial Fund.

Resolved, That price protection shall continue to be one of the chief issues of this Association.

Resolved, That we firmly believe in the effectiveness of a contract plan as a means of securing legal and beneficial price protection.

Resolved, That we heartily commend the action of the Miles Medical Company in their loyal and unswerving support of the contract plan for price protection, and their true support of this Association.

Resolved, That we commend the efforts of the Freeman Perfume Company, and all other manufacturers who have supported and aided the cause of price protection.

Resolved, That the Executive Committee shall be instructed to enlarge the number of active field organizers, not to exceed ten, as the needs of the Association may in their judgment require.

Resolved, That the Committee on National Legislation be appointed as soon as possible after each year's convention.

Resolved, That we petition the President of the United States to request Congress to take such action as will elevate the pharmacist in the different government positions which he may occupy.

Resolved, That all Parcels Post bills continue to receive the vigorous opposition of the retail drug trade.

Resolved, That we favor an amendment to the Sherman Anti Trust Law, or the enactment of a new law, the provisions of which will not interfere with the welfare of the small merchant who seeks protection against destruction from large monopolies.

Resolved, That the bill to place a tax on proprietary medicine be vigorously opposed.

Resolved, that this Association favors an amendment to the Pure Food and Drug Acts that will protect the public against unwarranted claims of nostrums and will provide that the manufacturing of medicinal preparations be in the hands of licensed pharmacists.

Resolved, That this Association favors Interstate Anti-narcotic Legislation that will prohibit all illegitimate traffic in narcotic and habit-forming drugs and confine their sales to legitimate channels, and uses to strictly medicinal purposes.

Resolved, That the Executive Committee be instructed to utilize the services of at least one organizer for special work in the interest of better conditions for the retail drug field with reference to telephone service and commissions.

Resolved, That the organizers thus selected, pursue an active propaganda under the supervision of the Telephone committee and visit such cities as give promise of installing the slot phone, and such other places as may have telephone troubles that may be adjusted by him in the interest of our members.

Resolved, That in the financing of this proposition the burden of expense to this Association be lightened by the telephone company's assuming its proper proportion.

Resolved, That in view of the many complications and conditions arising out of the slot telephone problem which so vitally effects the interests of our members, every effort be put forth to retain such advantages as we have gained, and to continue most harmonious and beneficial realtions.

Resolved, That our representative confer with the officials of the telephone company with the view of preventing encroachment upon the present basis of compensation.

Whereas, The holding of the annual convention of this Association at so late a date is not only a hardship for many retailers who attend, but also militates against the attendance of many who otherwise might do so.

Resolved, that the Executive Committee be requested to give this matter serious consideration and if possible arrange an earlier date for our next annual convention, preferably in the month of August.

Resolved, That the new plans for price protection proposed by the Lawrence County Retail Druggists' Association of Pennsylvania, and the Chicago Retail Druggists' Association, be referred to the Executive Committee with power to act.

Resolved, That we favor a National Department of Health, for the control, discharge, and supervision of all national government activities which concern the public health, provided.

First, That its establishment include a supervising board with proper representation from

OPTICAL EDUCATION, BUSINESS AND SUCCESS

TO DRUGGISTS WHO WISH A LUCRATIVE OPTICAL PRACTICE

WE - - OFFER

Our Instructors come to you. Teach you the science. Establish a business which yields magnificent profits. You get the knowledge, optical patronage of your locality and all future business without spending one dollar. Write for particulars.

Empire College of Ophthalmology, Ltd., 358 Queen St. West, Toronto

THE CANADIAN COLLEGE OF OPTICS.

OUR CORRESPONDENCE

has been such a success that we would like you to know what those who have taken it have to say. Correspondence Courses can begin any time. The same diploma is given correspondence students as class room students. Write for full particulars to **W. E. HAMILL, M. D., Oculist, Janes Building, TORONTO.**



COURSE IN OPTICS

This Cabinet Free

This is a neat and very effective manner in which to display harmonicas The cabinet consists of three cloth lined display trays. When opened, the entire contents are spread in an orderly array before the customer and the attractiveness of it assists greatly in making a sale.

The cabinet, when closed, is less than a foot square. It looks like a jewel case, being beautifully finished in dark mahogany with a piano polish.

The harmonicas are the famous Hohner make. The cabinet contains the following:

16	assorted	Harmonicas to retail at	25c each
12	"	" "	35c each
10	"	" "	50c each

The assortment sells for $13.20
It costs you only 8.75

Your Profit is $4.45 plus the Cabinet

(Trade price, plus equalization of transportation for Winnipeg and Calgary delivery.)

Send an order today for Harmonica Assortment No.400



WE are Canadian distributors of the Edison Phonograph. Do you want information regarding this splendid line?

OUR new Catalogue, 494 pages, the largest and most complete we have ever published, is ready. Send for a copy.

Address Dept. "Y"

THE R. S. WILLIAMS & SONS CO. LIMITED

Winnipeg Calgary Montreal Toronto

pharmacy to whom all questions contemplating changes from existing conditions and manner of regulation for control must be submitted and whose decision shall be final in governing the administration of said department.

Second, That its various sub-departments include one especially devoted to pharmacy and Drugs, and another to Chemistry, each to be in charge of a specially qualified person.

Resolved, That the Executive Committee be instructed to request representation for pharmacy at conferences that are held to consider the provisions under which a National Department of Health shall be established.

Resolved, That we favor a meeting of representatives from all branches of the drug trade with a view of giving proper consideration to proposed national legislation which affects pharmacy and the manufacture and sale of drugs to the end that a proper understanding may be arrived at as to the need and scope of such legislation, as well as the manner of protecting the interest of pharmacy and the common welfare thereto.

Resolved, That the National Association of Retail Druggists request and advocate such joint meetings and will take an active part therein.

Whereas, There is little if any legislation prohibiting the refilling of physicians' prescriptions, we believe the physician should specify "do not refill" in English words in each and every prescription which he desires not to be refilled, and,

Whereas, The members of the National Association of Retail Druggists desire the co-operation of all physicians protecting and preserving the public health, therefore,

Resolved, That no prescription upon which the words "do not refill" written in English words shall appear shall be refilled without order of the physician.

Resolved, That no person shall be furnished a copy of any such prescription.

Whereas, Section 7 of Regulation 7 of the Food and Drugs Acts permits the sale of the U.S.P. and N. F. preparations of various strengths provided such strengths be designated on the label; and,

Whereas, Such provision causes much confusion in the enforcement of pharmacy laws providing for the use of the U. S. P. and N. F. names on drugs of standard strength alone;

Resolved, That the section should be repealed or so amended as to provide that all drugs sold to the public under their official names or recognized synonyms shall be of standard strength.

Resolved, That our resolution adopted at the Pittsburg meeting in 1910 endorsing all co-operative associations and organizations of retail druggists which benefit the retail druggist is hereby reaffirmed.

Resolved, That this Association favors the issuing of an extraordinary addition of N.A.R.D. Notes to celebrate the Tenth Anniversary of that publication, the date of issue of which shall be left to the Executive Committee, and a copy of which shall be mailed to every retail druggist in the United States.

Resolved, That the National Association of Retail Druggists reaffirms its position as being opposed to the indiscriminate sale of habit-forming drugs.

Resolved, That we reaffirm the position taken by this Association at its last meeting with reference to wood alcohol, and that we continue our efforts to have the name wood alcohol changed to wood naphtha.

Resolved, That a copy of this resolution be sent to the Revision Company of the United States Pharmacopoeia with the request that they give it their serious consideration.

Resolved, That the resolutions presented by the National Association of Pharmacologists providing for the appointment of a working committee of members of the National Association of Retail Druggists and the National Association of Pharmacologists, be referred to the Committee on Fraternal Relations.

Whereas, many people commit suicide or homicide through the use of poisons, official attention having been drawn to this legislation for the restriction of their sales, by propositions directed especially against branches of the drug trade; and,

Whereas, Most poisonous substances so employed are either disinfectants or chemicals used in the arts and sold in other lines of business where it would be impossible to comply with methods of sale affording effective control of such articles, and,

Whereas, The real trouble is the fact that the name of the poison, and, as far as possible, the dose employed as well as fairly accurate information as to the proper dose to employ, is usually printed in the newspapers, thereby inducing morbid people and criminals to use these poisons through reading such statements; therefore be it

Resolved, That the members of the N. A. R. D. and its more than one thousand affiliated branches urge upon the coroners and other officials of their states and especially upon the proprietors of all newspapers published within the state the importance of refraining from furnishing to the public the name of the poison used in any case of suicide or homicide by poison, and especially from giving instructions regarding the methods of using such poisons and the amount constituting the fatal dose.

Whereas, The public has shown a commendable interest in matters relating to food and drugs

"NOBILITY LINE"

Price Protected Rubber Goods

DRUG CLERK'S ATTENTION

Work with your employer and help along the price restriction line and be rewarded accordingly.

We offer for competition special prizes (see below) to the drug clerks of Canada selling the largest number of Nobility Line Hot Water Bottles, **the competition beginning January 1st, 1912, and closing May 31st, 1912, inclusive.** The Nobility Line consists of the Empress Hot Water Bottle, 2 qt., retail price $3.00; the Princess, 2 qts., retail $2.50; the Baroness, 2 qt. retail $2.00, 3 qt. $2.25; Duchess, 2 qt. $2.00, 3 qt. $2.25; Countess, 2 qt. $1.50, 3 qt. $1.75; Marchioness, 2 qt. $1.50, 3 qt. $1.75.

Remember all these Hot Water Bottles are price restrictive. Each individual sale of the Empress or Princess bottles will register as two bottles, while the Baroness, Duchess, Marchioness and Countess register as one each only. The drug clerk in the small town has the same opportunity as the one in the large city as the selling opportunity will be governed accordingly, namely .Ten bottles sold in towns of less than 3500 will be equal to 15 in towns from 3500 to 10,000 and equal to 20 in towns from 10,000 to 25,000 and 25 in cities above that population.

Send in your list at the end of each month to "NOBILITY" Dixon-Wilson, Limited, Toronto. See that your list is correct and signed by your employer

PRIZES:

To the Drug Clerk selling the largest number of Nobility Hot Water Bottles								**$100.00 Cash.**
"	"	"	second	"	"	"	"	**50.00** "
"	"	"	third	"	"	"	"	**25.00** "
"	"	"	"	"	Princess	"	" only	**15.00** "
"	"	"	"	"	Empress	"	"	**10.00** "

See that your Employer has signed the Contract

Dixon-Wilson Limited, 66 Spadina Ave.

Phone Adelaide 1492 **Toronto**

and is seeking information from reliable sources ; and

Whereas, The medical societies have taken an active part in the public work relating to health and sanitation, and, in the absence of proper pharmaceutical representation in these movements, have attempted to deal with questions of drugs and medicines as they relate to the public weal ; therefore,

Resolved, That the National Association of Retail Druggists shall hereafter take a prominent part in its own behalf in all public work which has for its object the protection of the public health and morals when the same involves in any manner the manufacture, distribution, and sale of drugs, medicines, and medicinal preparations and appliances ; be it further

Resolved, That to this end a Public Relations Committee for the National Association be created, to be appointed annually by the President, the said committee to consist of five members and constitute one of the standing committees of the Association and to include as ex-officio members the members of our Committee on Advertising and the editor of our official organ.

Whereas, Through the great influence of varied service of the National Association of Retail Druggists, its members have been brought into close relationship and effective organization, one fruit of which has resulted in the establishment of a number of co-operative enterprises productive of substantial benefits to the retail drug trade ; and,

Whereas, The moral influence of the N. A. R. D. has been freely employed in the fostering of such enterprises, and has commended their operations to the trade, the wisdom of its officers in such services rendered is hereby recognized and its policy commended ; and,

Whereas, The successful showing by many of these enterprises is causing a rapid growth of similar institutions in other fields, and the opportunity of the average retailer to ascertain their merit is meager, a well defined policy should be outlined whereby the National Association should treat with all such concetns that the financial interests of its members may be most largely conserved ; therefore,

Resolved, That it should be the policy of the N. A. R. D. to advocate, in the management and control of enterprises built up and operated on the capital of druggists, that that financial control of business direction should be as far as possible in the hands of retail druggists, thereby securing the greatest safety and permanence, and, there being a possibility that confidence in the N. A. R. D. would be impaired and its guidance questioned in case of financial loss through fraud or failure of such concerns, we deem it vital that the Executive Officers of the N. A. R. D. should be at all times in possession of all the facts obtainable concerning the financial condition and integrity of all institutions so operating ; and,

Resolved, That upon the request of the Executive Committee of the N. A. R. D. each co-operative druggists' concern shall be requested to file during each year with the Executive Committee a detailed and certified statement of its financial condition which may be published in Notes, and that failure or refusal so to comply shall be regarded as sufficient grounds for denying the use of space in Notes for advertising by such concerns and for commendatory favor in the reading columns.

Whereas, The service rendered by the N. A. R. D. Committee of U. S. P. and N. F. Propaganda during the past year has been of recognized scope and efficiency, and its possibility for increased usefulness unlimited,

Resolved, That this Committee be continued, and its efforts to accomplish results be encouraged by placing at its disposal sufficient funds to enable it to perform all the services duly assigned to it

Resolved, That the Legal Department of the N. A. R. D. be continued under the direction of the Executive Committee.

Resolved, That the services of our attorney be given to the Legislative Committee at such times and in such capacities as that committee may desire.

Resolved, That we reaffirm our oft-repeated declaration that we are opposed to the sale in retail drug stores of intoxicating liquors for other than medicinal purposes.

Resolved, That price protection propaganda work and legislation continue to be prominent issues of this Association.

Whereas, The system employed during the past year for supervising advertisements, accepted by our official organ, has given general satisfaction ; be it

Resolved, That a similar committee be appointed to perform the same duties during the coming year.

Whereas, The Collection Department has rendered valuable service to this organization ; be it

Resolved, That this Department be continued.

Resolved, That we urge upon our members the necessity of taking an active interest in political affairs and of having representation in our legislative halls.

Whereas, The National Association of Retail Druggists has been a pioneer in the movement in behalf of our pure foods and drugs, and has sup-

THE EUREKA OINTMENT POT

REDUCTION IN PRICE



Is now well known and is one of the most popular jars on the market. We formerly made it only in Flint, Amber and Emerald Green. We now furnish it in Opal as well, in the dispensing sizes, ½ oz. to 4 oz. sizes.

EUREKA OINTMENT POT LIST

Size	Per Gross	Original Package
½ Oz	$ 5.35	5 Gross
¾ "	6.55	5 "
1 "	7.50	3 "
2 "	9.90	3 "
3 "	12.75	2 "
4 "	15.00	1 "
6 "	20.00	1 "
8 "	27.00	1 "
16 "	34.50	1 "

FOR SALE BY JOBBERS ☞ DISCOUNT TO THE TRADE 60 PER CENT.

T. C. WHEATON CO. MILLVILLE, N.J., U.S.A.

EXPERT BOTTLE BLOWERS

ELECTRIC BEANS
CREATE RICH, RED BLOOD.
ARE A TONIC
BLOOD MAKING BEAN.

"ELECTRIC BEANS"

ARE A BRACING BLOOD AND NERVE TONIC.

They are unequalled for Biliousness, Sick Headache, Constipation, Heart Palpitation, Indigestion and Anæmia. Those who are in a position to know what is "Best" use "Electric Beans."



"ELECTRO BALM"

CURES ECZEMA.

Also PILES, BURNS, SCALDS, CHAPPED HANDS and FACE.

Gentlemen use it after shaving. This Balm is handled by the best firms, and is highly recommended by those who have used it.

Write for sample and booklet of testimonials.

50c. a box, 6 boxes for $2.50 at all dealers or upon receipt of price from the ELECTRIC BEAN CHEMICAL CO., LIMITED, Ottawa.

The Reliable LIGHT

SAVE MONEY



MR. MERCHANT—Can you afford to pay one cent per hour for a 32-candlepower electric light when we can give you 600 candlepower of pure, white, brilliant light for the same money?

THE RELIABLE LIGHT is the cheapest, safest and most reliable light on the market to-day. Can be installed anywhere—will make your store as bright as day.

Thousands in daily use throughout Canada in stores, churches and other public buildings.

Let us tell you why. Drop a card to-day for Booklet G.—it's free.

THE RICE-KNIGHT MFG. CO., LTD., Toronto, Ont.



THE TORONTO PHARMACAL COMPANY, LIMITED

TORONTO - MONTREAL - WINNIPEG

The House of Quality and Pharmaceutical Elegance

Specialists in Reliable Remedies and High Class Toilet Goods, under Druggist's own Name.

A Large Variety of Wrappers to Choose from. Write for Prices and Samples.

ported all wise and practical efforts to safeguard the food and drug supplies of the Nation;

Resolved, That this Association renew its deep interest in a hearty support of the principle of purity in foods and drugs as embodied in the Federal Food and Drugs Act, and the acts adopted by the various states, and pledge to Dr. Wiley and other government officers charged with the administration of these laws our co-operation and assistance to the end that the public welfare may be the further conserved and promoted.

Resolved, That the thanks of this Association are hereby extended to Dr. Wiley and his associates and to the state food and drug commissioners for every act of their which has given effect to the principles of pure foods and drugs as declared and reiterated from year to year by this Association.

Resolved, That this Association respectfully recommends that all retail druggists will as far as practicable, observe Sunday or such portion thereof as possible as a period of rest.

Resolved, That we appreciate most thoroughly the assistance, support, and good will of the pharmaceutical press and thank them most heartily for valuable assistance rendered.

Resolved, That the sincere appreciation of the members of the N. A. R. D. and the pharmacists of the United States is due and is hereby tendered the officers and heads of departments who have given such efficient service to this organization during the past year, and that we appreciate most thoroughly the efforts of the organizers, and others employees who have so well contributed to its success.

PROPOSED MEASURES DISAPPROVED

The committee recommended that the convention disapprove the following propositions:

Providing that the Legislative Committee be instructed to have the Federal Liquor License Act amended to permit the sale of alcohol for medicinal use without being obliged to pay the regular retail liquor dealers' license for $25 annually.

Providing that N. A. R. D. Notes shall refuse advertising matter from firms that do not restrict their wholesale prices to a specified amount.

Providing that we request a druggist to become the judge as to whether physicians' prescriptions should be repeated or not by refusing to refill prescriptions containing certain drugs.

Providing for the appointment of a committee for the purpose of criticising the advertising matter of manufacturers and to use effort to have law passed prohibiting the use of such advertising matter.

Providing that the Executive Committee shall take up on behalf of different organizations supposed infringements of the Sherman Anti-Trust Law.

Providing for an attempt to have a combination license for retail druggists covering the sale of spirituous liquors and habit-forming drugs.

Providing manufacturers shall be compelled to place upon the labels of their products the proportion of Bromine, Nux Vomica, Hyoscyamus, Arsenic, Iodine, and many other drugs which such preparations contain.

Providing that this Association shall take active steps in reference to designating what condition shall prevail as to the statements placed upon the labels for various preparations concerning their therapeutic properties.

Providing that our members offer their stores as distributing depots for contemplated health journals for distribution to the laity.

Providing for legislation regulating the dispensing, sale, and application of drugs.

BOOKS.

MALTBIE'S PRACTICAL PHARMACY—by Bidsey L. Maltbie. 434 pages, cloth, price $3. Physicians Drug News Co., Newark, N.J.

The author's idea in the preparation of this has evidently been, to present a condensed work, embodying all the essentials of pharmacy in a way which would prove a valuable aid to students, "sifting the wheat from the chaff."

The book cannot but commend itself as a guide book in the study of pharmacy, and the matter is so arranged as to render it easy to grasp the essentials without having recourse to the more pretentious works on the subject.

CUMMINGS' MODERN FORMULARY—by W. L. Cummings, Ph. D., Analytical Chemist — 2nd edition. The Physicians Drug News Co., Newark, N.J. Price, $3.00. 500 pages, cloth bound.

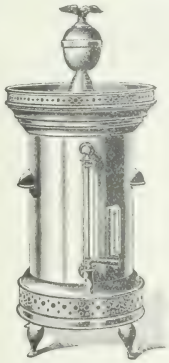
This book aims to deal with "the practical problems of every day experiences" in the manufacture of "Toilet, Medical, Household and Miscellaneous Specialties."

This book, besides the formulas mentioned, gives complete instruction in chemistry and mixing, including the processes of filteration, distillation, percolation, and simple chemical test, also valuable chapters of fluid extracts and the manufacture of perfumes.

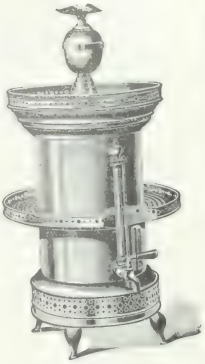
KENT M'CLAIN AGAIN.

The "Eclipse" all glass construction cigar case was the type of case selected by Mr. George A. Fraser, of Victoria, B.C., in making his recent improvements. This is a modification of the celebrated case manufactured by Kent-McClain, Limited (Toronto Show Case Co.)

Hot Drinks
— pay —
Big Dividends



No. 102 Hot Water Urn



No. 202 Hot Water Urn

We Carry a Full Line of Urns in Stock



No. 602 Twin Coffee and Chocolate Urn

A Post Card Will Bring You Full Particulars

This is Our Line of Winter Soda Fountain Specialties for these Urns

Beef Cordial
Tomato Cocktail
Clam Bouillon
Oyster Bouillon
Hot Claret Punch
Hot Chocolate Syrup
Cherry Blaze Syrup
"Kit" Coffee Syrup
Black Currant Punch



No. 402 Coffee Urn



Battery of Urns



No. 502 Coffee and Milk Urn

J. J. McLaughlin, Limited

Toronto, Ontario



KEATING'S POWDER



KILLS BUGS - OTHERWISE HARMLESS

Keatings is the oldest Bug Killer on the market. It is known to all "Old Country People." They have the habit of asking for "Keating's" when they want something to kill any kind of bugs.

Besides being already well known to a proportion of the people in Canada, Keating's is being well advertised. During this present month 100 newspapers in Canada are carrying Keatings advertising. Here is the list:

Ailsa Craig, Ont., "Banner."
Alvinston, Ont., "Free Press."
Aurora, Ont., "Banner."
Barrie, Ont., "Examiner."
Beeton, Ont., "World."
Belleville, Ont., "Intelligencer."
Berlin, Ont., "News-Record."
Brantford, Ont., "Expositor."
Bridgeburg, Ont., "Review."
Brighton, Ont., "Ensign."
Calgary, Alta., "Herald."
Caledonia, Ont., "Banner."
Cannington, Ont., "Gleaner."
Carp, Ont., "Review."
Chatham, Ont., "News."
Chatham, N. B., "Commercial."
Charlottetown, P.E.I., "Guardian."
Clinton, Ont., "New Era."
Cobalt, Ont., "Nuggett."
Courtright, Ont., "Tribune."
Exeter, Ont., "Times."
Forest, Ont., "Free Press."
Fort Erie, Ont., "Times."
Fort William, Ont., "Times-Journal."
Fredericton, N.B., "Gleaner."
Galt, Ont., "Reformer."
Gananoque, Ont., "Reporter."
Guelph, Ont., "Mercury."
Halifax, N.S., "Herald and Mail."
Hamilton, Ont., "Spectator."
Harriston, Ont., "Review."
Huntsville, Ont., "Forrester."
Kincardine, Ont., "Reporter."
Kingston, Ont., "Whig."
Leamington, Ont., "Post."
Lindsay, Ont., "Warder."
Listowel, Ont., "Banner."
London, Ont., "Free Press."
Madoc, Ont., "Review."
Meaford, Ont., "Monitor."
Midland, Ont., "Free Press."
Milverton, Ont., "Sun."
Mitchell, Ont., "Advocate."
Moncton, N.B., "Times."
Montreal, Que., "Century."
Montreal, Que., "Family Herald and Weekly Star."
Montreal, Que., "La Patrie."
Montreal, Que., "La Presse."
Montreal, Que., "Standard."
Montreal, Que., "Daily Star."
New Liskeard, Ont., "Herald."
New Westminster, B.C. "Columbian."
Niagara Falls, Ont., "Record."
North Bay, Ont., "Tribune."
Oakville, Ont., "News."
Oshawa, Ont., "Vindicator."
Ottawa, Ont., "Citizen."
Ottawa, Ont., "Valley Journal."
Owen Sound, Ont., "Advertiser."
Peterboro, Ont., "Examiner."
Picton, Ont., "Gazette."
Port Arthur, Ont., "Daily News."
Port Elgin, Ont., "Times."
Port Perry, Ont., "Observer."
Prescott, Ont., "Messenger."
Regina, Sask., "Leader."
Ridgeway, Ont., "Herald."
Sarnia, Ont., "Observer."
Seaforth, Ont., "News."
Sherbrooke, Que., "Record."
Simcoe, Ont., "British Canadian."
Sombra, Ont., "Outlook."
St. John, N.B., "Telegraph."
St. Thomas, Ont., "Journal."
Stratford, Ont., "Beacon."
Sunderland, Ont., "Banner."
Thornbury, Ont., "Herald Reflector."
Thorold, Ont., "Post."
Tiverton, Ont., "Watchman."
Tilsonburg, Ont., "Observer."
Toronto, Ont., "Canadian Colliers."
Toronto, Ont., "Toronto Enders," (seven papers.)
Toronto, Ont., "Canadian Courier."
Toronto, Ont., "Globe."
Toronto, Ont., "Saturday Night."
Toronto, Ont., "Star."
Tottenham, Ont., "Sentinel."
Trenton, Ont., "Courier."
Tweed, Ont., "News."
Vancouver, B.C., "World."
Victoria, B.C., "Colonist."
Walkerville, Ont., "Herald."
Wallaceburg, Ont., "News."
Windsor, Ont., "Record."
Winnipeg, Man., "Free Press."
Winnipeg, Man., "Nor' West Farmer."
Winnipeg, Man., "Western Home Monthly."
Woodstock, Ont., Sentinel-Review."

Keating's Powder kills Bugs ONLY. It will not likely kill cats or mice. It is not poisonous except to Bugs. But it will kill and effectually remove Bed Bugs, Cockroaches, Moths, Fleas, Flies, or any other form of insect life.

Keating's Powder will not stain, fade or in any way injure the most delicate fur or fabric, and it is odorless.

Keating's Powder is an Insect Exterminator without a distinct mission. IT KILLS ONLY BUGS.

Made by THOMAS KEATING, LONDON, ENGLAND. Chemist Estab. 1788



Supplied by all Wholesale Druggists



HIGH QUALITY FLAVORING EXTRACTS.

(National Druggist.)

1. VANILLA EXTRACT.

Vanilla bean..... ....1 ounce
Alcohol, diluted..... ....1 pint

Cut the vanilla bean fine and pound in a mortar with sugar or rock candy to further divide it. Macerate the bean with the alcohol for at least 3 weeks and then percolate.

The whole secret of securing a good vanilla extract lies in buying good beans and in long maceration. Some druggists keep vanilla beans macerating all the time, drawing off a portion from ing effect on the pharmaceutical trade of the time to time, and adding fresh ingredients. Van- improves with age.

2. VANILLA EXTRACT.

Vanilla bean..... ....1 pound
Alcohol, diluted..... ....1 gallon

Chop the bean very fine, add the diluted alcohol, and macerate for one month. Percolate and add two pounds of sugar. This is a strong extract and a very elegant preparation.

3. VANILLA EXTRACT.

Vanilla bean..... .... 8 ounces
Alcohol..... ....24 ounces
Glycerine..... ....12 ounces

Chop the bean very fine and macerate for several weeks. Percolate and add sufficient diluted alcohol to make two quarts.

Fresh, rich beans make the best extract. Some authorities claim that vanilla extract ought to stand at least six months before using. Vanilla will absorb other odors or flavors, and if you manufacture the extract in juxtaposition to an ill-smelling drug, you will run the risk of hurting your product. If you are not a judge of bean, you will have to depend upon some good, reliable house, not a bad plan under any circumstances. The price of vanilla beans fluctuates considerably, according to crop conditions.

1. LEMON EXTRACT, U. S. P.

Oil of lemon, fresh..... ....6 parts
Lemon peel, freshly grated..... .....4 parts
Alcohol, q.s.

Dissolve the oil of lemon in 90 parts of alcohol, add the lemon peel and macerate for 24 hours. Filter through paper, adding through the filter enough alcohol to make 100 parts of filtrate.

2. LEMON EXTRACT, (Quick Process.)

Oil of lemon, fresh..... ....3 drams
Alcohol..... ....8 ounces

Dissolve the oil in the alcohol and filter through magnesia. This makes a strong extract, and smaller quantities than usual may be used in mixing syrups.

3. LEMON EXTRACT, (Slow Process.)

Oil of lemon, fresh..... .... 10 drams
Lemon peel..... .... 3 ounces
Alcohol..... ....1 pint

Place the lemon peel with the alcohol in a tight bottle and macerate for 15 days, then dissolve the oil of lemon and filter. This makes a strong extract of a rich golden color.

By varying the amount of oil lemon extract may be made as weak or as strong as desired. It is a delicate product, and everything depends upon s curing a pure fresh oil. Stale oil of lemon will furnish a bitter product of a turpentiny odor. The lemon peel is added principally for coloring, although it does give a smooth and more delicate flavor.

1. ORANGE EXTRACT.

Oil of orange, bitter..... .... 5 drams
Fresh orange peel..... .... 2 ounces
Alcohol..... ....16 ounces

Mix and macerate for 1 week, and filter.

2. ORANGE EXTRACT, (Soluble).

Oil of orange, bitter..... .....6 drams
Fresh orange peel..... ....3 ounces
Alcohol, diluted..... ....8 ounces
Alcohol, pure..... ....4 ounces

Mix the oil of orange with the pure alcohol and rub up with magnesia. Then add the diluted alcohol, the orange peel, and macerate for 15 days. Filter and add enough water through the filter to make the filterate measure 16 ounces.

The oil of orange used should always be fresh. It is an extremely delicate substance, readily oxidized; and a product which exhibits the least signs of deterioration should be rejected. Both the oils of lemon and orange are often preserved by the addition of a small quantity of pure alcohol.

1. ALMOND EXTRACT.

Oil of bitter almonds..... ... .3 drams
Alcohol..... ....1 pint

Dissolve the oil in the alcohol and filter through powdered carbonate of magnesia.

2. ALMOND EXTRACT.

Oil of bitter almonds, deprived of hydrocyanic acid..... ... .1 ounce
Alcohol..... ....15 ounces
Mix.

1. GINGER EXTRACT.

Jamaica ginger, coarse powder ...8 ounces
Alcohol..... ....32 ounces

Moisten the ginger with 8 ounces of alcohol and macerate over night. Pack loosely in a percolator and gradually pour on the rest of the alcohol. When the last of the alcohol has begun to seep through you can prevent any alcohol remaining with the powder by pouring water on the top of

the ginger. A dark line will mark the dividing point between the alcohol and the water. As the last of the alcohol passes through, stop the operation and throw away the exhausted powder.

2. GINGER EXTRACT (Soluble.)

Fluid extract of ginger... ....5 ounces
Powder pumice..... ....2 ounces

Place together in a bottle and let stand for 3 hours, shaking frequently. Add 12 ounces of water, a little at a time, and shaking frequently. Let stand over night and filter. If the filterate is cloudy, pass it through a second time.

1. CARDAMON EXTRACT.

Pure oil of cardamen..... .....80 minims
Alcohol..... .... 8 ounces

2. CARDAMON EXTRACT.

Cardamon seed..... ... .6 ounces
Alcohol..... ....8 ounces.

Bruise the cardamon seed and macerate with the alcohol for one week. Then filter and add enough alcohol to make 1 pint.

1. CINNAMON EXTRACT.

Pure oil of cinnamon..... .....90 minims
Alcohol..... .... 8 ounces

2. CINNAMON EXTRACT.

Pure oil of cinnamon..... .....60 minims
Pulverized cinnamon bark..... .... 1 ounce
Alcohol..... .... 8 ounces

Mix the oil with the alcohol. Moisten the cinnamon bark with 8 ounces of water, add to the alcohol, macerate for a week and filter.

GET YOUR ANTITOXIN.

Pharmacists who have not already ordered their early supplies of antidiphtheric serum will be wise to do so now. Especially is this advisable in view of the growing tendency among medical men to employ the product prophylactically as well as for curative purposes. It is well to be early in the field and to be able to meet the demands of the season as they present themselves. Habit is strong, and the physician who sends to your pharmacy for a package of antitoxin, and gets it, is pretty likely to remember the circumstance when he wants to place succeeding orders of the same character.

It is noted in this connection that Parke, Davis & Co., have already inaugurated their annual antitoxin campaign among physicians. This, as usual, takes the form of generous, full page spaces in the leading medical journals, liberal distributions of literature, and systematic promotion-work on the part of any army of travelling representatives. As for a number of years past, the company is exploiting both Antidiphtheric Serum and Antidiphtheric Globulins, featuring neither at the expense of the other. The explanation of this is that both are in active demand, some physicians preferring the serum, some the globulins, a fact which the pharmacist will do well to take note of when he orders his supplies.

A STUDY OF MELTING POINT DETERMINATIONS.*

By George A. Menge.

The following recommendations relate to acetanilide, phenacetin, benzoic acid, camphoric acid, salicylic acid, tartaric acid, aconitine, ammonium benzoate, antipyrine, apomorphine hydrochloride, atropine, etc. :—

1. The so-called "melting point" should be carefully defined. Instead of a single value the definition should specify a melting interval representing a range of temperature within which a substance, in order to be considered of pharmacopoeial standard, must melt completely, the beginning and end of melting being also clearly defined.

2. The decomposition point should be clearly differentiated from the melting point, and its determination should not be required as an official test, or at least not as a test of purity, until its value for such a purpose has been more definitely determined. As a means of distinguishing between compounds of similar appearance, but which decompose at different temperatures the decomposition point determination is of value.

3. For all official melting point determinations the requirements should prescribe the application of a perfectly uniform method (or methods). The official method should involve apparatus which is as simple in units and in construction, as readily available, and as economical as is consistent with reasonable efficiency. In this connection recommendations with regard to the melting point bath for the class of compounds investigated are also included.

4. If feasible the use of official centigrade thermometers should be required for official melting point tests. Such a requirement should provide for uniformity of construction, including quantity and thickness of glass, length of thermometer, range of registration, size of bulb, etc., and standardisation. Correction of observed readings, because of emergent stem of the thermometer, should be required in accordance with a prescribed formula. If the requirement of an official thermometer is adopted an official table or curve of such corrections should be prepared and published in the pharmacopoeia—if not then the corrections should be required of the individual manipulator.

*From a Bulletin of the Hygienic Laboratory of the Public Health and Marine Hospital Service of the United States.



The gum that is good all through

SOLD BY ALL JOBBERS IN THE UNITED STATES & CANADA

5. Details of manipulation as applied to the official apparatus should be carefully described and uniformity of practice therein rigidly required. Constant stirring of the melting point bath during an official test, and a uniform rate of heating of 3 degrees per minute, from 25 degrees below the melting point to the beginning of melting, and of 0.5 degrees per minute, during the melting interval is recommended.

6. For the class of compounds considered requirements should provide that, as a preliminary to the official test, the compound must be so finely powdered as to pass through a 100 mesh seive; and that the powdered substance must be dried for twenty-four hours in a desiccator over concentrated sulphuric acid. A sample of the powdered and dried substance for an official test should be sufficient to form a solid column (tapped down) 3 Mm. high in the bottom of a thin-walled capillary tube, the internal diameter of which is not less than 0.8 Mm. nor more than 1.25 Mm.

MILK OF BISMUTH.

A solution for milk of bismuth without any emulsifying agent, according to Beringer's modification of Raubenheimer's formula, is as follows:

Bismuth subnitrate	80 grammes.
Nitric acid	120 Cc.
Ammonium carbonate	10 grammes.
Ammonia water	450 Cc.
Distilled water, to make	1000 Cc.

Mix the bismuth subnitrate with 60 Cc. of distilled water, add 60 Cc. of nitric acid and agitate, warming gently until solution takes place. Pour this solution in a stream, with constant stirring into 5000 Cc. of distilled water, to which has been added 60 Cc. of nitric acid.

Dilute 480 Cc. of ammonia water with 4000 Cc. of distilled water in a glass or glazed vessel of at least 12,000 Cc. capacity. Dissolve the ammonium carbonate in this solution, then pour the bismuth solution into it with constant stirring. If the mixture is not distinctly alkaline, add a sufficient quantity of ammonia water to make it so. Allow the mixture to stand until precipitate has subsided, then pour off or siphon off the clear supernatant liquid, and wash the precipitate twice by decantation with distilled water. Transfer the magma to a strainer of close texture, and wash with distilled water until the washings are no longer alkaline to litmus. Then transfer the moist magma to a graduated vessel and add enough distilled water to make the product measure 1000 Cc.

The profitable policy is not the one that waits for adjustment of a complaint to be demanded, but meets the disgruntled customer half way.

TOILET PREPARATIONS.

NAIL POLISH.

1. Tartaric acid ..... 1 dr.
   Tincture Myrrh ..... 1 fl. dr.
   Cologne water ..... 2 fl. dr.
   Distilled water ..... 3 dr.

Dissolve the acid in the water; mix the tincture of myrrh and the cologne water and add to the acid solution.

2. Putty powder (fine) ..... 4 dr.
   Carmine ..... 2 grn.
   Oil rose ..... 1 drop.

Very carefully reduce the carmine with the putty powder, and rub together until a homogeneous mixture is formed; then mix in the oil of rose.

The nails should be damped and a little of the powder put on; then polish with a chamois pad.

3. Tin peroxide ..... 6 oz.
   Tragacanth ..... 6 grn.
   Glycerin ..... 4 drops.
   Rose water ..... sufficient
4. Tin oxide (very fine) ..... 8 oz.
   Carmine ..... 45 grn.
   Oil Bergamot ..... 20 grn.
   Oil Lavender ..... 20 grn.

NAIL PASTE.

1. Talcum ..... 5 drs.
   Stannous oxide ..... 3 drs.
   Glycerin ..... 1 dr
   Powdered tragacanth ..... 5 grs.
   Rose water ..... q.s.
   Solution carmine ..... q.s. tint.

Mix and make a paste.

2. Eosine ..... 10 grs.
   White wax ..... ½ dr.
   Spermaceti ..... ½ dr.
   Soft paraffin ..... 1 oz.
   Alcohol ..... q. s.

Dissolve the eosin in a small amount of alcohol, melt the other ingredients together and stir in the eosin solution; stir till cool.

FOR BRITTLE FINGER NAILS.

Nouveaux Remedes says that an ointment made according to either of the following formulas is an excellent remedy for brittle finger nails:—Nat. Druggist.)

1. Oil of mastic ..... 15.0 grams.
   Sea salt ..... 2.0 grams.
   Rosin ..... 1.5 grams.
   Alum ..... 1.5 grams.
   Yellow wax ..... 1.5 grams.
2. Lanolin ..... 10.0 grams.
   Zinc oxide ..... 1.0 gram.
   Calcium glycerophosphate ..... 1.0 gram.
   Sodium arsenate ..... 0.5 gram.
   Pilocarpine nitrate ..... 0.1 gram.
   Extract of nux vomica ..... 0.5 gram.
   Cochineal, sufficient to color.

Apply at bedtime and cover the finger tips with glove fingers.

An Out of Town Druggist

Writes Us As Follows:

....., Sept. 16th, 1911

Messrs. E. G. West & Co., Wholesale Druggists,
Toronto, Ontario.

While in Toronto a few days ago your firm was recommended to me by no less than four different retail druggists, as a most satisfactory firm with which to do business.

Such strong recommendation has induced me to send the enclosed general order, which I would ask you to kindly send along at once. ——If goods and prices and prompt service are such as to bear out what my friends have given me to understand, I will, in the future, give you a share of my business.

You might have your traveller, Mr. ————, call on me the next time he is in this town.

Yours truly, ———

(Since the above was written, we have had four more orders from the same man.)

E. G. West & Co.

Wholesale Druggists and Manufacturing Chemists

80 GEORGE STREET - - TORONTO

FOR SALE

150 Cases Toilet Paper

THREE QUALITIES

Sheets 4 inches wide, 7 inches long

SERRATED EDGES

These goods will be sold very close to clear out the line.

SAMPLE SHEETS ON APPLICATION

THE BRANTFORD BOX CO.

BRANTFORD - - - - ONT.

SHAVING CREAM FOR GOOD APPEARING FACES

Curd soap..... 6 ounces
Expressed oil almonds..... 2 ounces
Glycerin..... 2 ounces
Spermaceti..... 1 ounce
Potassium carbonate..... 2 drams
Water..... 5 pints

Cut the soap into thin pieces and dissolve by the aid of a water bath in 12 ounces of water. Dissolve the spermaceti in the almond oil and also warm mix it with the glycerin, potassium carbonate, and remainder of the water. Transfer to a warm mortar, gradually incorporate the soap solution, and continue to stir until a smooth paste is obtained. With this incorporate any suitable perfume.

PERFUMED TALCUM POWDERS.

Borated Talc.

Powdered talc..... 2 pounds
Magnesium carbonate..... 4 ounces
Boric acid..... 1½ ounces
Perfume

Violet Talc.

Powdered talc..... 14 ounces
Powdered Orris Root..... 2 ounces
Extract Cassie..... ½ ounce
Extract Jasmine..... ¼ ounce

Phenolated Talc.

Boric Acid..... 2 ounces
Phenol, Crystals..... 1 dram
Powdered Talc..... 14 ounces
Perfume.

Antiseptic Talc.

Powdered Talc..... 1 pound
Boric Acid..... 2 ounces
Salicylic Acid..... 2½ drams
Oil Eucalyptus..... ½ dram
Oil Thyme (white)..... 20 drops

LYCOPODIUM TOILET POWDER.

The Bulletin Commercial gives the following formula for a skin-colored toilet powder containing lycopodium :

Lycopodium..... 10 parts.
Zinc oxide..... 5 parts.
Eosin solution, alcoholic (1 per cent.)..... 10 parts.
Mix.

FRECKLE REMOVER.

Borax..... 60 grs.
Potassium Chlorate..... 240 grn.
Alcohol..... 1 fl. dr.
Glycerin..... 2 fl. dr.
Rose water..... 3 fl. oz.

Dissolve as much as possible of the salts and filter. Apply with a soft sponge several times a day.

In a small advertisement study your spell, short. In a large one be sure short talks. Never use long winded advertising.

TO OBTAIN SMOOTH OINTMENT OF SOLID SUBSTANCES.

To make perfectly smooth ointments containing solid substances in powder form, L. Willen (Sudd. Apoth. Ztg.), recommends the following procedure; Rub up the powder with a small quantity of the same ointment base, and, while still warm, press through the finest silk sieve obtainable. Return the residue to the mortar and repeat the rubbing with a fresh portion of the base and strain as before. By continuing the operation an ointment is finally obtained which in point of smoothness and uniformity is superior to any that can be obtained by mixing in an ointment mill. The author suggests that when certain solids like the oxide of mercury, sulphur, ammoniated mercury, zinc oxide and others are prescribed the freshly precipitated substances should be used.

SCARLET RED OINTMENT.

Scarlet red is sometimes prescribed in the form of an ointment for diseases of the eye. The dye should always be finely divided and intimately mixed with the base before it is dispensed. The Prescriber suggests that it be dissolved in chloroform before incorporation with the base, or that the base be melted, which will dissolve the scarlet red if the latter be not in too large quantity. The ointment may be 4, 5, 8 or 10 per cent., although in eye practice weaker ointments are preferable, of which the following is an example :

Scarlet red..... 3 grains.
Wool fat..... 5 drachms.
Petrolatum..... 4 drachms.

GLYCERIN AS AN INTESTINAL PARASITICIDE.

Glycerin has been used with success in the treatment of trichinosis, since it is a fatal poison to trichina. Various other organisms and larvae are readily killed, in vitro, by contact with glycerin, even when dilute. The author finds that it is equally effective in vivo. It has been successfully employed in three cases of anguillosis. Twenty-five Gms. of glycerin was given both by the mouth and as a rectal injection. A further dose of 25 Gms., in gelatin capsules was also given, to ensure that a portion of the glycerin should reach the actual site infested, and two hours subsequently a further rectal injection of 50 Gms. was administered. The treatment was repeated twice a week, and was free from inconvenience to the patient.—L. Preti (Therap. Monats.; Nouveaux Remedes,

WE MAKE FIXTURES



No. 251.
Stationery, Books, Sundries.
Brackets are adjustable to any size package.

For the goods that you have never known where or how to display, the lines that you have had to keep stored away in cupboards or cases where they were never seen or sold. Our fixtures are so constructed that you display the goods on the outside and carry the stock on the inside, thus saving every inch of space to the best advantage. One of our cabinets occupying two square feet of space will display and carry as large a stock as can be carried on a table 10 feet long. Over 100 styles for stationery, magazines, books, etc.

Write for Catalogue.

The —

Gier & Dail Mfg. Co.

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Lansing Carry-All Cabinet, 5 sizes.
Each pocket holds 25 magazines fed forward by automatic arms.



YOUR FACE YOUR HAIR YOUR HANDS

These three. A little care, a little attention, and real beauty and distinction is yours

DAGGETT & RAMSDELL'S PERFECT COLD CREAM

PALMER'S Hair Tonic

LUSTR-ITE

J. PALMER & SON, Limited - - - 5 and 7 De Bresoles St., Montreal

J. Palmer & Son
LIMITED
5 and 7
De Bresoles St.
Montreal

The above advertisement is to appear in most of our High Class Magazines and Weekly Papers. It will pay you to stock these lines to meet the demand. Write us for our Special Offer.

FORMULARY.

SYRUPUS GLYCEROPHOSPHATUM COMPOSITUS.

Compound Syrup of Glycerophosphates.

Synonyms—Elixir Glycerophosphatum Compositum ; Compound Elixir of Glycerophosphates.

Calcium glycerophosphate	160 grains.
Potassium glycerophosphate	80 grains.
Sodium glycerophosphate	80 grains.
Magnesium glycerophosphate	80 grains.
Iron glycerophosphate	40 grains.
Glycerophosphoric acid (20 per cent.)	200 minims.
Caffeine	40 grains.
Strychnine	2 grains.
Refined sugar	14 ounces.
Cudbear	¼ ounce.
Chloroform	20 minims.
Alcohol	40 minims.
Distilled water	to 20 fl. ounces.

Dose—1 to 2 fluidrams.

SYRUPUS GLYCEROPHOSPHATUM CUM FORMATIBUS.

Syrup of Glycerophosphates with Formates.

Synonym—Compound Elixir of Glycerophosphates with Formates.

Sodium formate	1 ounce.
Potassium formate	1 ounce.
Distilled water	a sufficiency.
Compound syrup of glycerophosphates	to 20 fl. ounces.

Dissolve the formates in sufficient distilled water to produce 5 fluidounces, and make up to the required quantity with compound syrup of glycerophosphates.

Dose—1 to 2 fluidrams.—B.P.C.

SOLUTION GLYCERINOPHOSPHATES WITHOUT SUGAR.

Sodium Glycerinophosphate	25 Gm.
Calcium Glycerinophosphate	8.75 Gm.
Phosphoric Acid (85 per cent.)	8 Gm.
Glycerin	300 Cc.
Distilled water	sufficient.
Essence of Orange	sufficient.

Dissolve the glycerinophosphates and the acid in 300 Cc. of distilled water, add the glycerin and essence of orange, and finally enough distilled water to make 1000 Cc. Then mix well and filter.

ELIXIR OF TOLU AND CHERRY COMPOUND.

A similar preparation is on the market under the name of tolu and cherry cordial.

Tincture of cudbear	50 Cc.
Soluble tolu, N.F.	120 Cc.
Fluid Extract ipecac	2 Cc.
Fluid extract senega	1 Cc.
Fluid extract squill	4 Cc.
Fluid extract lobelia	2 Cc.
Syrup of wild cherry	107 Cc.
Ammonium chloride	4 grams.
Alcohol, 90 per cent	10 Cc.
Glycerin	80 Cc.
Water to	137.5 Cc.

Dissolve the ammonium chloride in 20 Cc. of water, add the syrup of wild cherry ; mix the fluidextracts with the glycerin and alcohol and tincture of cudbear and soluble tolu. Shake all together and add sufficient water to make 137.500 Cc.; let stand for a day and filter till clear and bright.

ELIXIR OF CREOSOTE AND TERPIN COMPOUND.

Terpin hydrate	320 grains.
Heroin hydrochloride	14 grains.
Glycerin	8 fluidounces.
Alcohol, 90 per cent	16 ounces.
Beechwood creosote	320 minims.
Elixir of orange to	40 ounces.

Mix and dissolve and add elixir of glycerophosphates, calcium and sodium, 4 ounces.

MALTED MILK.

An exchange recently gave the following formulas for a preparation :

Powdered Malt	1 oz.
Powdered Oatmeal	2 oz.
Sugar of Milk	4 oz.
Roasted Flour	1 lb.

This powder is to be added to the milk, the proportions not being stated, and the liquid evaporated and powdered if a dry product is desired.

It has been stated that the first malted milk was produced by Leibig, who in 1867 took out a patent on food product made as follows :

Fresh Skimmed Milk	12,458
Wheat Flour	720
Water	1,440
Ground Malt	720
Potassium Bicarbonate	22

Mix the milk and flour, and boil for five minutes ; then cool to 550 degrees F., add the other ingredients, and maintain the heat for one and a half hours. Finally boil for two minutes, strain, evaporate and powder.

PRIZES AT THE FESTIVAL OF EMPIRE.

The Festival of Empire and Imperial Exhibition at the Crystal Palace has been for some months the Mecca of sightseers from London and the provinces, and in addition to the many interesting events and scenes which have enthralled the attention of the public there has been a continuous exhibition of British products and manufactures.

Prizes have now been awarded, and we note that Messrs. Burroughs, Wellcome Co. have secured two grand prizes for "Tabloid" First-Aid Equipments and "Kepler" Malt products.

"Tabloid" Photographic Chemicals have carried off the Gold Medal, which was the only award made for photographic preparations.

J.E.R&Co

Do You Want Window Letters?

White Enamelled Copper
Gold Brilliant (For Inside Fixing)
Convex Gold Glass

Brass Plates, Glass Signs, Etc., Etc.

WRITE

J. E. Richardson & Co.
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Reg. U.S. Pat. Off.

is *the one and only* absolutely uniform and unalterable solution of iron and mangancse in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is **our exclusive property.** We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

Specially Suitable for the Canadian Climate



BEETHAM'S
La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Winds and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. It Will Keep the Skin in a Perfect condition during the coldest winter

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: **M. BEETHAM & SON, Cheltenham, England**
Through Any of the Wholesale Houses

FINEST DUTCH
..SUGAR OF MILK..
H. M. S. BRAND
—DISTRIBUTORS FOR CANADA—
B. & S. H. Thompson & Co., Ltd.
Montreal.

SAL HEPATICA

REVISED PRICES FOR CANADA

Small size, per doz.,	$2.85
Medium " "	6.80
Large " "	14.50

$20.00 lots less 5 p.c. trade discount
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Canadian Agents:
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LYMAN BROS. & CO., Ltd., Toronto



Giving entire Satisfaction at a popular Price

Lyman's Confectionery

In Five Pound Glass Stoppered Bottles

Acid Drops	Cough Wild Cherry	Mixed Fruit	Nut Butter Cups
Acid Drops Small	Cough Menthol	Orange	Everton Toffee
Butter Scotch	Honey	Pineapple	Horehound
Cough Light	Lemon	Raspberry	Lime
Cough Dark	Strawberry	Chocolate	

Cough Horchound, Honey Menthol and Eucalyptus.

85c per bottle—5 bottles assorted at 80c per bottle

The above COUGH DROPS also in 20 lb Decorated Tins and with hinged lid.

Price, $2.80 per Tin. **Usual Terms.**

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MANUFACTURERS OF

"B & S" BRAND **COCAINE** "B & S" BRAND

Sulphate of Quinine and all other Cinchona Preparations; Ferratine, Lactophenine, Theophylline, Atropine; also of Acetanilid, Caffeine, Chloral-Hydrate, Codeine and its Salts, Cumarin, Gallic Acid, Glycerine, Phenacetin, Pyrogallic Acid, Resorcin, Strychnine, Terpin, Hydrate, Etc.

OUR REPRESENTATIVES FOR THE DOMINION OF CANADA

MESSRS. B. & S. H. THOMPSON & CO., LIMITED, MONTREAL

THE GREAT ENGLISH REMEDY

ALWAYS CURE **BLAIR'S GOUT PILLS** NEVER FAIL

For GOUT, RHEUMATISM, SCIATICA, LUMBAGO, and NEURALGIA

The Excruciating Pain is quickly relieved, and cured in a few days by these celebrated Pills. Safe, sure and effectual. Sold by all Chemists and Storekeepers, 4/6 and $1.40 per box.

Canadian Agents: LYMANS Limited, Montreal

Mustard Plasters

"RUEFF"

renowned all over the world for 45 years, in any packing and of any grain at reasonable prices.

Just as reliable as the French Brands

INHALERS always ready for use, to be carried in the pocket

FABRICK PHARMAC. & CHEM. PRAEPARATE

JULIUS RUEFF

PFUNGSTADT (Hessen) GERMANY

ESTABLISHED 1867

Trade Notes

ALBERTA.

L. W. Bell has opened a drug business at Donalda, Alta.

L. Tice has opened a drug store at River Qui Barre, Alta.

George H. Brown, Castor, Alta., is opening a branch store at Cononation, Alta.

Dr. S. K. Smith has purchased the drug business of Dr. Gould, Manville, Alta.

D. Halladay, of North Edmonton, Alta., has closed his drug business in that city.

Bryce, Jones & Co., Calgary, Alta, will open a drug department in their store about Nov. 1st.

R. H. Hughes, formerly with W.H. Gibbs, Selkirk, has purchased the Bruce drug store, 1216 9th ave., East Calgary, Alta.

BRITISH COLUMBIA.

J. Leighten has opened a drug store at Pass, B. C.

W. C. Goode has purchased the business of B. C. Drug Co., Ltd., Johnson Sts., Victoria, B.C.

Belfy & Stevens have opened a new drug store under the name of the Standard Drug Co., Broadway and Alberta Sts., Vancouver, B.C.

MANITOBA.

D. Bridgeman is opening a new drug store at Wellwood, Man.

H. H. Newfeldt has started a drug business at Winkler, Man.

Dr. J. A. Welwin, has purchased the drug business of H. Merrill, Neepawa, Man.

J. Sharpe, of Eriksdale, Man, writes that there is a good opening for a druggist at this place. Any information may be had from Mr. Sharp.

ONTARIO.

W. H. Robson, druggist at Fenelon Falls, Ont., has sold his business.

J. D. Murray has taken over the drug business of J. J. Doyle & Co., Stratford, Ont.

U. L. Campbell has purchased the drug business of H. E. Hawkins, Barton St., Hamilton,

QUEBEC.

The Pharmacie Ste. Catherine, has registered as doing business at Montreal, Que.

The Dr. N.N. Gober, manufacture of medicine, etc., has been registered as doing business in Montreal, Quebec.

SASKATCHEWAN.

Angley & McDowell, druggists at Radisson, Sask., have dissolved partnership, Mr. F. B. Angley continuing the business.

C. Wilson has opened a new drug store at Melville, Sask.

F. Evand has opened a drug business at Humboldt, Sask.

The Goose Drug Co. has started business at Delisle, Sask.

G. A. Heron has opened a new drug store at Bounty, Sask.

Miss Woodhull has opened a drug business at Simpson, Sask.

Dr. L. A. Douglas has opened a new drug store at Brownlee, Sask.

A. Hanna has bought the drug business of R. Miller, Elstow, Sask.

A. G. Koch, Midal, Sask., has opened a branch store at Radville, Sask.

H. S. Mann has purchased the drug business of E. Scarlett, Lemberg, Sask.

Suggett Brothers have opened a drug and jewelry business at Mirror, Alta.

L. W. &. Bessette has purchased the Red Cross drug store at Verreville, Sask.

A. E. Dewart has purchased the drug business of D. Monteith, Belcares, Sask.

J. Nichol has purchased the drug business of A. C. Robertson, Moosomin, Sask.

W. C. Sweet, Yellowgrass, Sask., has opened a branch drug store at Ceylon, Sask.

G. A. McCuaig, of Lang, Sask., has opened a branch drug store at Bengough, Sask.

W. McDowell has purchased the Wynyard Pharmacy from Ross Bros. at Wynyard, Sask.

J. Robertson, druggist, of Craig, Sask., died from an attack of typhoid fever in September.

J. A. Stewart is opening an additional drug store in the Mitchell Block, Prince Albert, Sask.

A. J. Logan, formerly of Oshawa, Ont., has purchased the business of the Red Cross Drug Co., Ltd., at Yorkton, Sask., and will continue business under the same name.

PERSONAL.

We had the pleasure last month of a visit from Mr. Frank R. L. Newbery, of F. Newbery & Sons, Ltd., London, England. Mr. Newbery is on a visit to this country in the interests of his firm of which Mr. Newbery is managing director.

The house of F. Newbery & Sons, Ltd., was established in 1746 in the days of Oliver Goldsmith and Dr. Johnston, who were personal friends of the original owner of the business.

In 1904, the business was formed into a limited joint stock company, and is carried on at their new premises. The firm represents a large number of American houses as well as those of Europe in the way of proprietary medicines and sundries, and they have an extensive business, embracing all quarters of the globe.

Manufacturers who desire to place their goods in England or in any portion of Europe will do well to communicate with this house, who are in a position to give them the best service possible in the distribution of their goods.

SPECIAL NOTICE.

If there ever was a consistent and well-rounded out retail selling plan for any staple article, it is that which is embodied in the merchandising of Waterman's Ideal Fountain Pens. The three factors in the producing and retailing of over a million and a half Waterman's Ideals a year are, the L.E. Waterman Company, Limited, as Producer, the Retail Store as Distributor and the General Public as Consumer.

Starting at the producing end there is a factory organization of nearly a thousand employees, keyed by diligence and experience in the making of fountain pens of perfected quality. Supporting the Waterman factories are the Head Offices in Montreal and New York, where there is engaged an organization of 300 people, devoted entirely, first to the distribution of the product, and next to the originating of selling ideas and plans, and co-operating with the retail stores of the country in their successful marketing of the line. The efforts of this vast office organization are spent entirely upon the retail dealer, realizing, as the Company does, that with this assistance the dealers become, proficiently, the representatives of the manufacturers to the buying world. Partially through such selling principles, the public, in any part of the world, can visit a Waterman's Ideal dealer and receive the intelligent attention and service that might be had at the hands of the manufacturers.

This method of merchandising, in addition to a carefully maintained standard of quality and a regulated price system, has made a wonderful business of the selling of Waterman's Ideals. He is a wise dealer who undertakes the marketing of this line, and especially at the Christmas season of the year, which is a time when Waterman's Ideals are widely selected as one of the most useful of Christmas presents, and of the highest known quality. By pushing this line during the Christmas season a dealer can readily establish his store as a headquarters for same, and enjoy a large and profitable year-around trade thereafter.

The constant and extensive advertising of the L. E. Waterman Company, Limited, is a notable feature in the trade, and, with the pens of previous years acting as their own advertisers, backed by the enormous publicity of the manufacturers, there are being created the future growing possibilities for the retail dealer in his merchandising of this line. The Waterman advertising covers magazines, newspapers, street cars, bill boards and every other successful method. The Waterman Company make very extensive preparations in its seasonable aids for dealers in the supplying of handsomely lithographed Christmas boxes, special Christmas window displays, appropriate Christmas literature in booklet and leaflet form with dealers' imprints, cut-outs, etc. This is a part of the Waterman co-operation. The Company even supplies to dealers handsome show cases for conspicuous yet compact display of the line.

It is but a seasonable and intentionally profitable suggestion for us to recommend to our dealers to keep posted on the line of Waterman's Ideals, to follow the plans of the manufacturers and to write them for their latest catalogue and other literature.



NO. 532 MIGNON PENCIL.

Buntin, Gillies Co., Limited, Hamilton, are showing a novelty pocket pencil, illustrated above. No. 532 Mignon pencil with pro and repelling movement, is fitted with an extremely thin and durable lead whereby sharpening is unnecessary. It is finished in assorted colors, and packed one dozen in a box with extra leads. This is but one of many novelties offered by this firm for Christmas trade. Their range includes papeteries, greeting cards and all accessories for holiday time.

A POWERFUL FLASHLIGHT POWDER.

The Photographic Journal adds the following to the list of formulas for flashlight powders :

Magnesium powder, finely sifted...2 parts.
Potassium perchlorate..... .....1 part.

Mix very carefully, preferably with a card or feather. (Potassium perchlorate is a powerful oxidizing agent and is apt to "go off" prematurely unless tenderly handled). In place of magnesium powdered aluminum may be used, but it must be in the form of an impalpable powder. A test for the fineness is found in the readiness with which it adheres to the vessel in which it is contained ; it should cover this with a brilliant film. In using these powders the lens should be protected with a screen of a greenish yellow color.

Increase
Your Sales
Decrease
Your Expenses



Superior Electric Water Heaters are guaranteed to heat water in 30 seconds. By installing these heaters you can serve hot drinks in less than one minute at any time. The heater will operate under any current, direct or alternating. Can be attached to any light socket and is by far the most efficient and sanitary heating device offered to-day. To increase the sale of these heaters, we are offering special inducements and will make special prices for 30 days. To each heater is attached a 6 foot cord, attachment plug and our guarantee for two years.

Write to-day for full particulars.

National Stamping and Electric Works

410-426 S. Clinton St., - - Chicago, Ill., U. S. A.

Established 1840

NORDHEIMER'S

The Representative Music House of Canada



Head Quarters for Everything in

Musical Instruments

and

General Musical Merchandise

Mail Orders

have our prompt and careful attention.

Catalogues Sent Charges Prepaid

—THE—

Nordheimer Piano & Music Co., Ltd.

15 King St., East - Toronto

Your reputation is based upon the finished technique of your pictures.

The use of

'AGFA' products

assures your highest technical excellence.

Don't fail to specify 'AGFA' when ordering developers.

For sale by

All Dealers in Photographic Supplies

Canadian Agents:

HUPFELD, LUEDECKING & CO

1 and 3 St. Helen Street Montreal

Dr. Pierce gives the Druggists of Canada a Square Deal

No other **large selling** Popular Family Medicines are sold on the Serial Number Direct Contract Plan in Canada.

Some years ago Dr. Pierce desired to meet the requests of the Retail Trade of Canada by inaugurating this plan for their protection, and same was done at large expense.

Is it asking too much of the Druggists in return to give Dr. Pierce A SQUARE DEAL and push his goods?

Waterman's Ideal Fountain Pen

The pen with the Clip-Cap

THE STANDARD WRITING INSTRUMENT OF THE WORLD

Perfectly simple in construction. The patented spoon feed is the important feature that absolutely controls the supply of ink. Excels in quality of workmanship and materials used. Pens are 14kt. gold and tipped with selected iridium, the hardest known metal for exceptional ease of writing. Pens to suit every writer. The action of any steel pen can be matched. In a great variety of styles and sizes—some of which are illustrated below.



Clip-on-Cap adds slightly to below prices

Plain		Chased		Gold Mounted Two Bands	Gold Mounted Middle Band	Gold Mounted Taper Cap	Gold Mounted Secretary Pen	Silver Filigree	Plain	Majestic
No. 12	$2.50	No. 12	$2.50	G. M.	G. M. M.	G. M.	No. 12½ G. M.	No. 412 $5.00	No. 0512 $8.50	No. 0512 $15.00
No. 13	3.50	No. 13	3.50					No. 414 5.00	No. 0514 10.00	No. 0514 16.50
No. 14	4.00	No. 14	4.00	No. 12	$3.50	No. 12	$3.50	two gold bands No. 415 5.50		
No. 15	5.00	No. 15	5.00	No. 13	4.50	No. 13	4.50	No. 416 9.50		
No. 16	6.00	No. 16	6.00	No. 14	5.00	No. 14	5.00	$3.50 No. 417 11.00		
No. 17	7.00	No. 17	7.00	No. 15	6.00	No. 15	6.00	No. 25 6.00 G. M. M. one No. 418 12.00		
No. 18	8.00	No. 18	8.00	No. 16	7.00	No. 16	7.00	No. 26 7.00 gold band		

Showing Clip on Cap.

$3.50 Gold Filled & Solid Gold.

Also made in Solid Gold No. 514 $30.00 Solid Gold No. 514 $35.00

Regular Safety and Self Filling Types in Waterman's Ideal—at the above unvarying and nationally advertised prices. Whatever type you prefer, Christmas profits by pushing this well known line. *Always* [illegible] without the name [illegible]

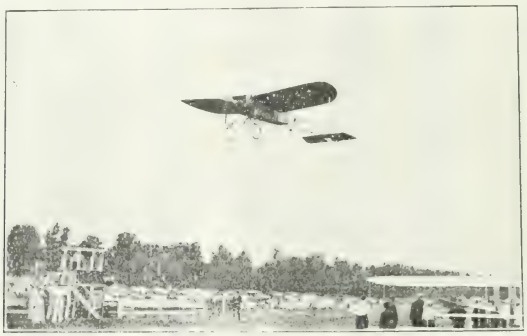
L. E. Waterman Company, Limited, 107 Notre Dame St., West, Montreal

New York London Paris

WRITING IN THE AIR.

Doubtless the first letter ever inscribed in an Aeroplane was written by Earle Ovington, while aloft in his aeroplane on September 24th at Long Island, N.Y.

Mr. Ovington started his aerial trip with a Waterman Fountain Pen gripped in his teeth, and a sheet of paper on his knee. As he circled about



the field he steered with one hand, and with the other wrote the following note :

Congratulations on the success of America's most successful avaiation meet. Sincerely yours,

Earle L. Ovington, Monoplane 13.

P. S.—Some gusty up here. Field below looks fine.

When he had finished his letter Ovington flew across the judges' stand and dropped his note to Mr. Woodruff. The writing was a bit wabbly, but plain enough. There was one very ragged stroke in the signature.

"That's the time she dipped," explained the aviator, "and I had to move fast to warp 'er up again."

This shows the possibilities not only of the aerial letter carrier, but also for correspondence during the trip. It might be interesting to state that Mr. Ovington has been a user of Waterman's Ideal Fountain Pens since his early college days, and it is his familiarity with the pen which enabled him to write the letter while guiding his aeroplane.

The accompanying cut shows the machine in which he took the trip.

"The salesman may, or may not possess a winning personality, yet he can cultivate courtesy. This is a quality which leads to profitable and pleasant business relations—not a fawning sense of subordination, but the well-bred courtesy which one gentleman expects to be extended to another."

Photography

CUTTING PRINTS.

For cutting prints, the British Journal of Photography recommends a paper slab. The paper used must be soft. Damp a sheet and lay it down on a level surface, taking out all crinkles with a roller squeegee. Then paste it and lay down another sheet over it, squeegeeing this down in the same way. Continue until a slab about one-eighth inch thick is produced, and when dry the cutting-board is ready for use. When the surface becomes cut up and grooved by the knife, it should be smoothed down with fine glass paper, and then a few more sheets of paper or a sheet of card pasted down makes the board as good as new.

ONE-SOLUTION INTENSIFIER.

A. Potassium bromide..... ..... 1 oz.
Water..... .... 2 pints
Dissolve.
B. Copper sulphate..... .... 1¼ ozs.
Water..... .... 2 pints

Dissolve. Mix the two solutions, shake well, and allow to stand until clear. Bleach the negative with the solution and afterwards develop in any ordinary developing solution.

SULPHOCYANIDE INTENSIFIER.

Mr. J. B. B. Wellington, President of the Photographic Convention, read a paper at the Portsmouth meeting, in which he gave a new formula for an intensifier for dry-plates. The film is first hardened by immersion in a formalin bath (formalin 1, water 10) for five minutes, rinsed, and placed for exactly one minute in either of the fol-

Canada's Largest Picture

Post Card House

If you handle post cards, send us your name on a post card.

Fall 1911 Catalogue now ready.

Xmas and New Year Catalogue ready now.

Rack Catalogue always ready.

Local View Booklet, showing samples and giving all particulars for post cards made to order from your own photographs. A post card request will bring one to you at once.

Pugh Specialty Co. Limited

1 and 3 Jarvis St.

TORONTO CANADA

EASTER

Our $25.00 assortment of Easter Booklets, Easter and Valentine Post Cards, and Valentine Novelties was **ONE GRAND SUCCESS** last year.

Easter Booklets 75c. to $3.60 doz.
Valentine Novelties $10.00 & 15.00 per 100 boxes.
Easter, Valentine and St. Patricks Postcards 7.50, 9.00, 25.00 & 50.00 per 1,000.

How shall we make up your order ?

MENZIES & COMPANY, Limited

Xmas Card Publishers Importers Post Cards etc.,

15 2-154 Pearl St. TORONTO, ONT.



The Drysdale Co. Inc.

Chicago New York

Offer to the Canadian Trade through

The Sutcliffe Co.

Toronto

A select line of

Photogravure; Post Cards, 7 x 9 Ideal Heads, Mottoes, Scenery, Etc.

Plain Photogravure and Hand Colored

Hand Colored Envelope Sockets, Christmas Folders—dainty and unique, and reasonably priced.



A sample assortment will be submitted on approval at trade prices to merchants addressing us on their printed stationery.

Stationery Assortments

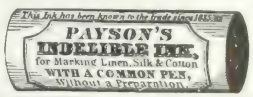
FOR DRUGGIGTS

Are Our Specialty.

McFARLANE, SON & HODGSON, Limited

Wholesale Stationers

14 St. Alexander St. MONTREAL.



THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal 1897
Trade supplied by all leading Drug Houses in the Dominion

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
77 MURRAY STREET, NEW YORK CITY.

Chas. H. Fletcher. President.

J. HUNGERFORD SMITH CO.'S

Special Hot Soda Offer

A complete assortment of everything you need for serving Hot Soda, including 2 gal. hot water urn, made entirely of copper and handsomely nickel plated.



Sit down now and write your jobber to send you J. HUNGERFORD SMITH CO.'S Combination Hot Soda Offer complete for $25.00 net.

Note the saving on this special introductory price. As to quality there is nothing finer.

Ask Your Jobber!

J. HUNGERFORD SMITH CO., LIMITED

Manufacturers "TRUE FRUIT" Soda Fountain Requisites

TORONTO, ONTARIO

lowing, the bichromate being recommended by preference :

(1)	Potassium ferricyanide...	20 grains
	Potassium bromide...	20 grains
	Water.....	20 oz.
(2)	Potassium bichromate.....	1 grain
	Potassium bromide...	20 grains
	Hydrochloric Acid .	60 minims
	Water...	20 oz.

The negative is rinsed and then placed in the intensifying solution. The latter is made up in the form of two stock solutions, which will keep good for years :

A.	Silver nitrate...	800 grains
	Distilled water to make...	20 oz.
B.	Potassium sulphocyanide	1,400 grains
	Sodium hyposulphite...	1,400 grains
	Water to make.....	20 oz.

To ½ oz. B add ½ oz. A and stir vigorously, add 1 dr. of 10-per-cent. pyro solution preserved with sulphite, and 2 dr. of ammonia (10 per cent.) This is poured over the negative, and as soon as sufficient density is acquired it is transferred to an acid fixing-bath until the slight pyro stain is removed and the negative finally washed, using a tuft of cotton-wool to remove any surface deposit which may have formed.—Chemist and Druggist.

ACID BISULPHITE LYE

is an ingredient in some of the formulae issued by Lumiere. When acid bisulphite lye is not obtainable, states "Photography," the equivalent may be made by dissolving 10 oz. of sodium sulphite in 20 oz. of warm water. When cool, 1⅜ oz. of pure sulphuric acid is added. The resultant solution will contain an amount of acid bisulphite corresponding to 51 fl. oz. of bisulphite lye. In other words, one will have to use this solution at the rate of about 2 oz. for every ounce called for of the acid bisulphite lye of the formula.

WORKING OUT DEFECTS.

In remedying defects in negatives, the amateur is likely to forget that the plate has two sides, and thinks that work can be done on the film side only. It is, however, not only possible, but often advisable to work on the glass side of a negative. The glass is coated with matt varnish to give a tooth on which to work with the pencil. This varnish may be purchased at any art store, and it is better to buy it than to try to mix it one's self. Coat the glass evenly with the varnish and let it dry thoroughly. Use a soft pencil for working, or a crayon stump with finely powdered lead, the lead being known as crayon powder.

Make a print from the negative as a guide for retouching. Shadows can be brought up, and detail worked in with excellent effect. The comfort of the process is that, if the work is not successful, it can be removed and done over again. Instead of using the matt varnish, the back of the negative may be covered with tracing paper, which is very translucent and free from unevenness. Dampen the paper slightly by placing it between two sheets of moist blotting paper. Run a line of paste around the edge of the negative, lay the damp paper on it, and rub smoothly into place. When dry, it will be perfectly flat without wrinkles.

The pencil or crayon may be used on the paper, and works as well as on the varnish. This is an excellent method for bringing up a flat negative to one of good contrasts. It is also to be commended for retouching portraits, for, unless one is an expert, he is liable to spoil the modeling of a portrait when working directly on the film. —Photo Era.

TITLING NEGATIVES.

Although there exist several methods of transferring printing or writing to negatives, none is simpler of execution than the following : Upon a piece of good coated paper write or draw whatever inscription is to appear on the negative, using a clean pen dipped in a solution of red prussiate of potash (potassium ferricyanide). Next dampen lightly but evenly with cold water that portion of the film side of the negative intended to receive the lettering, and upon the moistened space evenly but briefly press down the paper bearing the prescription. After carefully removing the paper, the inscription will be found reversed, on the film side of the negative. Now, if a solution of sodium hyposulphite be applied to the space thus treated, or, better still, the entire negative be immersed in a fixing-bath, the inscription will almost immediately turn white. The negative, of course, must now be thoroughly rinsed. Whoever has a set of rubber type can make an impression on a piece of coated paper and then proceed as directed. In this case it is obviously necessary to saturate a piece of white blotting paper in the above-mentioned ferricyanide solution, and upon this press repeatedly, thus moistening the rubber stamp. The type itself suffers no harm if immediately after use it is pressed several times upon a sheet of blotting-paper moistened with water, thus freeing it of any traces of the salt. Following the directions given above, one is sure to obtain perfect, clear-cut letters on positives.—Die Photographic.

Every man must put on the boxing gloves with fate, whether he likes a scrap or not.

DUCHESSE

ANOTHER

W.

B.

&

R.

WINNER

Stationery, quality for quality, exquisite in rich simplicity of texture and finish, manufactured under the most exacting conditions, of the finest stock, and skilled workmanship, to please the most fastidious.

The very latest creations of the "De Luxe" Series made in all fashionable shapes and sizes, at popular prices.

Write for Samples.

WARWICK BROS. & RUTTER, LIMITED

MANUFACTURING STATIONERS

TORONTO

B. C. EXAMINATION RESULTS.

The following are the results of the examinations of the British Columbia Pharmaceutical Association.

SENIOR EXAMINATION.

The T. M. Henderson Gold Medal (B.C. students only eligible) Holmes D. Pineo, Victoria, B.C.

Passed in all subjects—A. G. Golightly, C. McKeen, Thomas Kearney, Holmes Pineo, G. J. Spears and D. B. Walker.

Passed all subjects now and on other occasions—A. W. Campbell, A. C. Douglas, P. M. Elder, J. W. Robertson and W. H. Bland.

Passed in part subjects and entitled to supplementary examination—W. H. Whiles, H. W. Brien, R. J. Dawson, S. E. Kee.

JUNIOR EXAMINATION.

Passed in all subjects—E. Mason and B. A. Emery.

Passed in all subjects now and on other occasions—D. Dick and W. E. McKenzie.

Passed in part subjects and entitled to supplementary examination—R. V. Hood.

The following were recommended by the Board of Examiners for registration without examination:

AS APPRENTICES:

J. G. Darling, E. P. Yarwood, William Acton, J. H. Sclater, A. M. Campbell, J. R. Davies, F. S. Neiley, S. McWhinney, H. S. Maguire, E. O. Taylor, E. F. Cooter, C. N. D. Ferguson, G. B. Campbell, L. M. Robertson and F. Newbauer.

Upon production of full qualification papers—L. H. Poole, Norman McLeod, W. C. Bryan and H. E. Minton.

Upon production of Latin qualification paper—G. S. Smith and C. S. Forrest.

AS CERTIFIED CLERKS:

C. J. McKeen, D. R. Walker, G. J. Spears, S. E. Kee, S. Smythe, E. B. Stevenson, A. P. Noble, P. G. Morrison, G. N. Elwin, F. B. Fenwick, E. A. Jones, S. R. Smith, A. McK. Gray, David Newall, A. J. Pallot and W. T. Hayes.

Upon production of full qualification papers—C. W. Long, D. M. Kenway, W. E. Shuttleworth and L. A. Stair.

AS LICENTIATES:

Dr. Andrew Henderson and Dr. M. D. McEwen.

KENT M'CLAIN AGAIN.

Druggists in the neighborhood of Stratford should make a point of seeing the new wall case installed by Mr. D. B. Nichols. This is the "National" design adapted especially for the display of patent medicines, made by Kent-McClain, Limited, (Toronto Show Case Co.) For its purpose the "National" is unrivalled.

RINGWORM APPLICATIONS.

The following are said to have been found useful:

1. Thymol..... 1 dr.
   Glycerin..... 4 fl. dr.
   Liquefied Phenol..... 1 fl. dr.
2. Ammoniated Mercury..... 1 oz.
   Creosote..... 4 fl. dr.
   Soft Paraffin..... 1 oz.
   Hard Paraffin..... 2 oz.
3. Ointment Mercury Nitrate..... 1 oz.
   Lanum..... 1 oz.
4. Ammoniated Mercury..... 1 oz.
   Mercury Oleate..... 1 oz.
   Lard..... 12 oz.
   Creosote..... 1 fl. oz.

KENT M'CLAIN AGAIN.

Messrs. Stenson Bros., of South Porcupine, is another concern that has decided upon the "Eclipse" all glass construction, both for regular goods and for cigars. There is no improvement upon this case in sight. It combines appearance and construction as no other make does. It is made by Kent McClain, Limited (Toronto Show Case Co.)

HAIR CURLING PREPARATION.

These preparations may be of a mucilaginous, alkaline or resinous character. An example of each class follows:

1. Gum Arabic..... 1 oz.
   Acid Boric..... ½ oz.
   Sugar..... 1 oz.
   Rose Water..... 15 ozs.
   Mix and dissolve.
   Wet the hair with above and roll on papers as usual, let dry, unroll and form into ringlets.
2. For curling without papers:
   Sodium Bicarbonate..... ½ oz.
   Borax..... ½ oz.
   Cologne Water..... 2 ozs.
   Alcohol..... 2 ozs.
   Tincture Cochineal..... 1 oz.
   Water..... 24 ozs.
   Dissolve the two salts in the water, add the other ingredients, and strain or filter.
3. Tincture Benzoin..... 1½ ozs.
   Alcohol, to make..... 8 ozs.
   Perfume with oil of rose.
4. White castile soap..... 700 parts
   Acacia..... 700 parts
   Japan wax..... 500 parts
   Glycerin..... 300 parts
   Tallow..... 1500 parts

The soap and acacia are separately dissolved each in 1500 parts of distilled water, and the solutions mixed and kept hot on the water bath. The Japan wax is then added and then the glycerin and tallow in the order named. A small amount of salicylic acid may be added, if desired, as soon as the wax and tallow have melted, the mixture is removed from the water-bath and rubbed to a homogeneous cream like consistence.

The Pure Food Law
prohibits the sale of any but strictly pure

Special Prices when ordered in bulk packages.

EXTRACT
. VANILLA .

WYETH'S represents the True Flavor
of Choice Vanilla Beans

FREE FROM ANY ADULTERANT

PURE AND WHOLESOME

JNO. WYETH & BROTHER

INCORPORATED

Philadelphia, Pa.

IT WILL PAY YOU TO STOCK
SPRATT'S DOG CAKES
SPRATT'S DOG MEDICINES
SPRATT'S DOG SOAP
SPRATT'S BIRD SEEDS
IN PACKETS
Your Jobber can supply. May we send our Illustrated Export Price List.
Write Spratt's Patent Ltd., London, Eng. Canadian Branch: 13 St Therese Street St Gabriel's, Montreal



SOME CAUSES OF FAILURE.

It is an established fact that numbers of small storekeepers become insolvent before they know it and they believe themselves prospering until aroused to their actual condition by the credit man of some wholesale or jobbing house.

One of the rocks on which thousands of small storekeepers are wrecked is that of failure to figure the costs of their goods properly. It is no exaggeration to say that not one in a thousand figures the cost of the merchandise he sells adequately. He fails to include in his estimate some important item of fixed expense.

For example, if he owns his store building, he figures that he is saving the entire item of rent, and so does not include this in a fixed running expense; because he has a son in the store he makes no charge for his services in his salary account.

Of course, not all are so careless, yet in going over their accounts it is unusual to find any interest charged on the money invested outside of such sums as may be actually borrowed on which they are compelled to pay interest. Drayage is another item which is usually not charged to the costs of the goods if paid to a public dray, and is even less liable to be charged where the hauling is done by the delivery wagon of the merchant. If he has not put himself on the salary list, he is out his own salary, as he could have made that salary had the money been invested in some good bond and he had leisure to accept a position with some other firm.

Figure every item, insurance, taxes, heating, lighting, even down to the tags or labels put on the article, showing its cost. Add all these to the estimated cost of every article and you will then know what to charge for it so as to get a reasonable profit.

Minuteness is essentially necessary in figuring costs, if we are to obtain an accurate idea of profits.

Competition is too keen, and profits too small to take chances as to whether the business is a profitable one or to render any possibility of running behind while one imagines he is making money.

Loyalty ought not to stop with the employee. The employer is under just as much obligation to be loyal to his employees as they are to be loyal to him.

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE.

Drug business in one of Alberta's best towns. English speaking people. One other drug store. Stock, $2,250. Would sell on monthly payments.

Address Box 100, Canadian Druggist.

SITUATION VACANT.

SALESMAN WANTED.

To carry as a SIDE LINE a legitimate and good selling article. Good commission. See advertisement, page 767 of this issue. The Oscar Onken Co., Cincinnati, Ohio.

REPRESENTATIVE WANTED.

A prominent British firm of Metal and General Merchants and Agents are about to open a branch office in Montreal or Toronto, and invite applications from those qualified to take charge. A young man with good connections is desired. One of the principals intend to visit Canada shortly to interview applicants. Meantime please write in confidence, stating age, salary required, and full particulars of experience to "L. M. T.," care Davies & Co., Advertising Agents, Finch Lane, London, England.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualification, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1000 to $5000, also know of a number of good openings for Doctors to handle drug store and practice combined.

WRITE US

—Twenty-third year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription, one dollar per annum in advance

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

THE CANADIAN DRUGGIST,

Dineen Building, Temperance St., Toronto, Canada.

Telephone, Main 3203. Cable Address: SAYD, Toronto

Representatives:

CHICAGO, ILL. E. J. Macintyre, 1057 Perry St.

ENGLAND C. Rivington Shill, 56 Ludgate Hill, London, E. C., Telephone 3107, City.

FRANCE—O. F. Grabarit, 10 rue de Richelieu, Paris.

GERMANY, AUSTRIA AND SWITZERLAND—Rudolfe Mosse, Leipzigerstrasse 1 Street, Berlin, Germany

ADVERTISING.

The big rewards in advertising fall to the man who dares. It is the "keeping everlastingly at it' spirit that has made great admirals and captains of industry.

Advertising is a force or a farce, according to the way it's done. Some advertisers try to drive an iron girder with a tack hammer.

Well-made goods enable you to meet competition. Well advertised goods enable you to beat competition. Keeping abreast is hard—keeping a head is easy—once you've gained the lead.

A fair salesman can do better with an advertised line than a good salesman can do with an unadvertised line. Why? Because advertising is positive selling force

The public is ever ready to be informed as to where it can buy the best for its money. The first to give this information will be in the lead.—Mt Vernon Herald.

DRUG REPORT.

Hops are very much higher on account of scarcity.

Oil Lemon, Bergamot, and Orange are higher.

Sugar of Milk has nearly doubled its former price, on account of advance in cost of raw material.

Menthol is very much higher.

Powdered Hellebore is likely to be considerably higher during the coming season.

Arnica flowers are higher.

Platinum Salts are all higher.

Golden Seal Root has again advanced.

Larkspur Seed is about three times its usual price

Acid Salicylic; Soda Salicylic; Oil Wintergreen Synthetic are all very much higher.

Amyle Acetate and Banana Oil on account of scarcity, are very much higher.

Dionin has advanced.

Opium, Morphia, Codeia are all higher.

All continental crude drugs are likely to be high for some little time, owing to extensive drought throughout Europe, especially in Germany and Russia, which has had a most damaging effect on most of the natural products, and before the regular demand has been satisfied prices will no doubt have advanced.

A Advanced. D Declined.

A.	Dionin 1/15 gr. (tube)	ea.	.75
A.	Flowers, Arnica	lb.	.85
A.	Hops, in packages	lb.	.55
A.	Menthol	oz	.50
A.	Oil Lemon, Opt	lb.	$2.90
A.	Oil Wintergreen, artificial	oz	.10
A.	Root Golden Seal, whole	lb	6.75
A	Root Golden Seal, powder	lb.	7.00
A.	Root Hellebore, powder	lb	.16
D.	Silver Nucleinate	oz	1.00
A.	Soda Salicylate	lb.	.81

LONDON MEDICAL EXHIBITION AT THE ROYAL HORTICULTURAL HALL.

Messrs. Burroughs, Wellcome & Co.'s exhibit at the Royal Horticultural Hall, was, as usual, thoroughly representative of the manifold activities of the firm.

A noticeable feature was the series of "Tabloid" Effervescent products. In their long, elegant containers, these portable, convenient and compact products look quite enticing, and a "Tabloid" Carlsbad Salt of Lithium Citrate, dropped into a tumbler of cool spring water, keeps up a brisk effervescence and furnishes an agreeable draught.

The statement that if Epsom Salts were sold at a guinea an ounce, it would be thought the most wonderful of medicines, has passed into a proverb; and the admirers of those famous but not too palatable crystals, could scarcely wish for a more convenient and accurate preparation of them than the "Tabloid" Magnesium Sulphate Compound, which makes a sparkling effervescing solution, in which the bitter taste is almost completely masked.

Among the products which are the outcome of chemical and pharmacological research undertaken in the laboratories of the firm, "Epinine" is noteworthy. This substance which is presented as a 1 per cent. solution in "Vaporole" containers of 1 cc. and in amber flasks of 10 and 25 cc., possesses remarkable blood.pressure raising properties.

"Epinine" is a synthetic base, and its salts being crystallisable it can be more readily purified than the extracts of the supra-renal gland.

Some "Tabloid" equipments for the First Aid, Hypodermic, Ophthalmic, Bacteriological and other requirements, were shown, and their extreme utility and careful adaptation to the wants of medical practitioners and others should render them saleable additions to the pharmacists' stock.

The art of compression has been carried into the realm of surgical dressings, as well as medical supplies, and the "Tabloid" Antiseptic Gauzes, Lints, Wools, etc., in their neat, rectangular containers occupy but little space and are capable of an orderly and systematic arrangement which is not so easily applied to bulky circular bundles.

"Wellcome" Concentrated Diphtheria Antitoxin is the most important recent addition to the "Wellcome" Sera and Vaccines. By a process of salt precipitation and fractionation it has been found possible to reduce considerably the bulk of the antitoxin, which now contains 1,000 antitoxic units in 1 cc. or less of fluid.

THE POST-TYPHOID TONIC.

It is usually at this season of the year that Typhoid Fever exhibits its maximum incidence, especially in the larger cities. One probable reason for this is the return of the army of families to the city homes from the many more or less unsanitary summer resorts in country districts during the stage of incubation, and the subsequent development of the characteristic symptoms of the disease.. As every physician realizes, the systemic poisoning is usually profound, and the duration of the infection is such that the organism is almost always distinctly depreciated and devitalized after the four, five or six weeks febrile period. This condition of general systemic depression at the beginning of convalescence certainly indicates the necessity of reconstructive measures. As soon as it is safe to gradually increase the patient's dietary, it is also wise to commence tonic and hematinic treatment. Care must be taken, however, to avoid derangement of the digestion, and for this reason, Pepto-Mangan (Gude) is especially indicated as the most efficient readily tolerable and generally efficient reconstructive and hematic. This organic combination of the peptonates of iron and manganese never creates aversion, destroys the appetite nor causes gastro-intestinal irritation. Through its regular use Typhoid Convalescence is promoted and distinctly hastened.

TESTING ANÆSTHETIC CHLOROFORM.

It has been suggested to add Marquis' reagent to the tests to be used for anaesthetic chloroform in the forthcoming Ph. G.V. The test is to be applied by shaking 20 mils of the chloroform with 15 mils of strong sulphuric acid, to which 4 drops of formaldehyde solution has been previously added. No color should be evident in half an hour. It is claimed that the detection of impurities is more rapid and more marked than when sulphuric acid alone is used. Linke considers it to be useless, since the test with pure sulphuric acid alone is sufficiently stringent. On the other hand, Stadelmayr supports the test, maintaining that it is at least equal to the pure sulphuric acid test, for those impurities which may be detected by both; and superior to it, inasmuch as it gives solor reactions with some substances which do not react with the acid alone. He would, therefore, substitute this test, with Marquis' reagent, for the pure sulphuric test.—Linke (Apoth. Zeit., 1910, 25, 287, 426); Stadelmayr (ibid., 149, 247).

It is easier to be foolish than dignified, and sometimes it pays just as well.

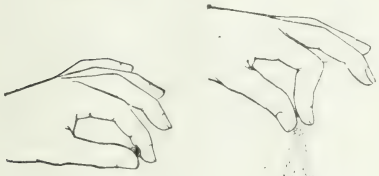
The Canadian Druggist.

Vol. xxiii TORONTO, CANADA, DECEMBER, 1911 No. 12

EXAMINE then JUDGE a

" PULVERETTE "

The All British Patent **POWDER PILLS**



Before After

- ¶ Superior to pills and compressed tablets.
- ¶ Supersede American made Powder Pills.
- ¶ Will not crack or discolor when kept.
- ¶ Process of manufacture is simple, quick and accurate
- ¶ Drugs do not deteriorate during manipulation.
- ¶ Prices compare favourably with best quality pills.

To meet **competition** and **increase trade** you need **the best,** then have your own specialty Pills or Tablets made in **PULVERETTES.**

Canadian Depot :

T. H. McTAVISH & CO., 723 Yonge St., Toronto

Samples and Quotations :

OPPENHEIMER SON & CO., LIMITED, 179 Queen Victoria Street, London, Eng.

PHARMACEUTICAL RECIPROCITY.

Our readers will doubtless be interested in the news just received from London to the effect that pharmaceutical authorities of Great Britain have introduced proposals providing for the acceptance of Overseas chemists' and druggists' diplomas in lieu of examination. It is a coincidence that this important step should have been taken at the time when Dominion pharmacists again had their attention drawn to the subject at the recent meeting of the Canadian Pharmaceutical Association. In our October issue we published an excellent paper dealing with this question chiefly as it affects the various boards of pharmacy in the Dominion, and the new by-laws adopted by the English Society are bound to have a stimulating effect on the Canadian position.

Three years ago the Council of the Pharmaceutical Society of Great Britain was given power to make regulations admitting pharmacists in British dominions to full registration without further examination. It may be thought that the English authorities have acted somewhat slowly in only just taking advantage of the new powers given to them, but without wishing to excuse the delay, we would refer our readers to the frequent statements of our London correspondent that the British Society has had its hands very full for two years and more in connection with legislative and administrative matters. It is worth noting that the by-laws had been introduced at the time when the very existence of the pharmaceutical profession in Great Britain was threatened by certain clauses of the National Sickness Insurance Bill. It is all the more to the credit of England that she should have taken the initiative at such a busy period, and it is satisfactory to note that the new by-law received the unanimous support of the Society's Council. This question of diplomas has given rise to so much discussion in the Dominion that publication of the text of the by-laws will be of interest. They are as follows :

The Council (or Pharmaceutical Society of Great Britain) may by resolution at any ordinary meeting enter into reciprocal agreements with Colonial Pharmaceutical authorities empowered

under Statute to grant certificates of competent skill and knowledge to practice pharmacy in any British colony ; and may make, amend or determine thereunder regulations for the admission to the register of chemists and druggists of Great Britain, without examination, of persons who after approved courses of study and examination have become registered in any British Colony as entitled to carry on the business of a chemist and druggist in that colony ; provided that no person shall be registered under this by-law who fails to produce satisfactory evidence of having undergone an approved course of study and of having passed the qualifying examination of the colony in which he is registered.

Persons holding colonial certificates of qualification and being desirous of becoming registered, without examination, as chemists and druggists in accordance with the last preceding by-law shall submit to the Registrar such evidence as may be required by the regulations made from time to time by the Council in that behalf, and shall pay to the Registrar a fee of twelve guineas whereupon if the Council shall so see fit they shall be registered.

It will be observed that the fee payable by those who desire to become registered in England is about ten dollars more than the fee payable for the qualifying examination, but against this other considerations outweigh any possible suggestion that the fee is excessive.

That there has never been any effective argument against reciprocity with Overseas pharmacists, has for long been recognized in England, and we feel sure that Canadian pharmacists will regard this effort as a genuine desire to settle the reciprocity controversy as far as Great Britain is concerned. In most parts of the British Empire Overseas where pharmacy laws are in force, the British Pharmaceutical diploma is accepted in lieu of examination, but in Canada the situation is complicated by the different procedure of different provinces. Young English pharmacists desirous of coming to Canada sometimes find it difficult to ascertain the rules in force in the various provinces. It is to be hoped that this stumbling block will now be removed. Reciprocity between the Dominion provinces must be the logical outcome of the New English regulations. We leave it to the good sense of the progressive ideas of the pharmaceutical profession. Canada must not be a laggard in this matter, and if only for the sake of the coming pharmaceutical generation the powers that be should set to work at once to bring about the consumation so generally desired.

Waste makes haste in the direction of the poorhouse.

THE RETAILERS' POINT OF VIEW.

In all business matters, each particular branch of merchandising plans its own conception of how its business is to be conducted, and the manufacturer, jobber and retailer each views the situation from his own standpoint.

This is the only possible way of conducting any business successfully as a systematic and well considered scheme must be adopted or else manifold troubles and probably losses will result.

The retail druggists of Canada, in keeping with those elsewhere, have both individually and thorough organized methods, studied the situation very carefully from their point of view, and are, as a whole, endeavoring to place the drug business on a basis which not only will elevate its standard, but will also make it sufficiently profitable to warrant its members in continuing in its ranks.

Some of the best "minds" in Canadian Pharmacy have devoted much time and labor in studying out the problems which have confronted the trade in the past, and are also in strong evidence at the present time, and credit must be given to those members of the craft who have unremittingly and unselfishly devoted themselves to this task, and although there will be always some differences of opinion as to the measures to be adopted, yet we must take it for granted that on the whole there must be value in what has been so carefully considered and is offered as a solution of many of the difficulties which present themselves.

The retail drug trade is, we believe, united on several salient points which they are determined if possible to bring to a satisfactory conclusion. Some of these are price-protected proprietary articles, placing each retailer on an equal basis and guaranteeing a uniform profit.

That sufficient margin of profit should be allowed to make it worth while for the retail druggist to handle the goods— and that they should be furnished at the $2, $4 and $8 per dozen figures.

That the sale of patent medicines should, as far as possible be confined to the drug trade, and where any drug stores exist the sale of these lines should not be made by the manufacturer to the general store, when the druggist is disposed to handle them.

The elimination of dispensing by physicians and counter prescribing by druggists wherever such conditions exist and seeking to establish closer relations between the two professions.

The elevation of pharmacy as a profession, as well as being a safeguard to the public, by raising the educational standard and maintaining the prestige of Canadian pharmacy making it rank with that of any other country.

The name that stands for Purity

HOWARDS'

BRITISH-MADE

Bismuths, Mercurials, Quinine, Sodii Bicarb.
Epsoms, Soda Tart., Camphor, Iodides, Rochelle Salts
Citrates, Lithia, Soda Phosph. Gran., Etc.
TABLETS of Soda Mint, Quinine, Etc.

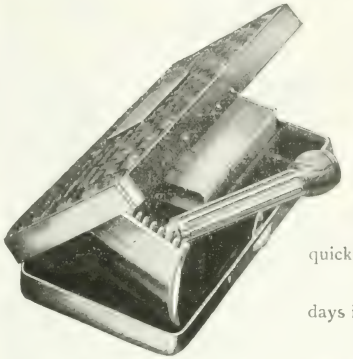
Frosst's Perfected Blaud Capsules

S.E.C. No. 71 "Frosst" Blaud Tonic Laxative, R 2.
S.E.C. No. 72 "Frosst" Blaud Arsenic & Quinine.
S.E.C. No. 73 "Frosst" Blaud & Quinine Compound.
S.E.C. No. 74 "Frosst" Blaud, Nux Vomica & Quinine.
S.E.C. No. 75 "Frosst" Blaud & Strychnine.

Five new capsules, manufactured with the same care of detail which characterizes the products of "Frosst."

Physicians appreciate the fact that Frosst's Capsules contain true Ferrous Carbonate in a fresh condition.

Charles E. Frosst & Co. **Montreal**



Put the GILLETTE On the Firing-Line

As a Christmas specialty it's certainly a quick-firer.

Attractive as a piece of jewelry. Useful 365 days in the year.

The keenest, quickest razor the world has ever seen.

The best advertised and best known $5 00 article in your store.

Just the right price for a really good Christmas present.

Solves the hardest Christmas problem — what to get for a man

Order More GILLETTES by Night Letter

Don't miss sales by letting your assortment run short.

You can often sell a Pocket Edition or a Combination Set (the Traveller's friends) as a gift for a man who already has a standard set. So be sure to keep some of these styles on hand. Put them out on the firing-line, in your window and on your counters, where Christmas shoppers can't miss them.

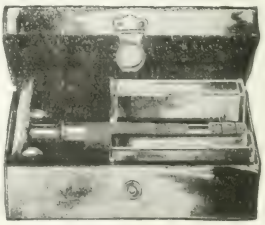
Read the folder we are sending you—particularly the "GILLETTE Assortment" part on page 2, and make good use of page 7—or send in your orders by Night Letter.

Order quickly—NOW—and we can ship quickly. Later on we may not be able to do so.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory—63 St. Alexander St., Montreal.
Offices also in New York, Chicago, London, Eng., and Shanghai, China.
Factories in Montreal, Boston, Leicester, Berlin and Paris.

TRADE Gillette MARK
KNOWN THE WORLD OVER



The strict enforcement of laws governing sales of liquor, habit-forming drugs, etc., and the weeding out from the ranks those men, who by their disregard of law and of moral obligations, do much to discredit pharmacy in the eyes of the public.

The above are some at least of the conclusions which have been arrived at by those who have the welfare of pharmacy at heart, and they certainly deserve the endorsement of everyone engaged in the drug business.

Manufacturers can materially assist in establishing some of these conditions, and the druggists of Canada look to them for this assistance.

The hearty co-operation of the wholesale druggists can be a strong and effective lever.

And the physician can do his part by mutual recognition of the duties and rights of each profession.

We are not of those who see nothing but trouble ahead. On the contrary, we believe that the pharmacists of Canada can and will, by working harmoniously together for the common good and dropping all selfish and narrow aims, make the business in which they are engaged not only of the high standard which it should maintain, but also a source of profit worth while, and much more so than under former conditions.

SUGGESTIONS ON STIMULATING BUSINESS

The man who appreciates the value of doing things well is nearly always the man who is successful in his business. If you have been an observant creature yourself, you will see the truth of this assertion. There is a reward to be gained for the effort that is put forth to do the best that one can. In your business you need firmness, stamina and resourcefulness to succeed. The day of the haphazard method has forever passed. Now a man must see ahead, and do things with a will and a high regard for details.

In the store that caters to a general class of buyers, in which women predominate, it is essential to keep in mind some things that will at least be the means of increasing your success. Women, as a rule, are careful buyers, and they are also careful observers of surroundings. Not only a nicely, well arranged stock, but order, cleanliness, and polite treatment come in for a great amount of their consideration. Many men will overlook numerous things that will not be tolerated by women. They are close buyers and they are certain to be more exacting in their demands than the average man.

If you appeal to this class of trade, have a care for some details that will mean your success. What is it that attracts the women buyers to a certain store? Prices have much to do with this, but prices alone will not attract the better class of trade. The women must find other things inviting as well. If your stock is large, well chosen, clean, fresh looking and includes the latest, there is a chance in your favor. Your help must be attentive. Customers resent inattention on the part of clerks, and they will not forget the reception they receive at the hands of the help.

The holiday season has its advantages. The summer season has its special time for activity, and the winter its needs for the traveller or caller. If one does not make the effort to insure sales with the right methods, there will be no returns. It is not from a lack of opportunities but from a want of the placing of your efforts that so frequently means a loss of business to you.

Study the needs of your trade. Study the advantages of having each detail that aggregates the total well in hand. Keep an eye open for the trifles that will slip past and become a cause for less of activity and a weakness in your sales. Watching the details is the real cause for success that would otherwise be failures.

DISCOUNTING OF BILLS.

In these days of constantly increasing expenses it is essential to the making of adequate profits that the retailer look out for every opportunity for effecting a saving, says The Commercial. And where can this be done more effectively than in taking advantage of all these cash discounts to which the store is entitled?

It is surprising that even in these days there are some retailers who fail to give this matter the attention it deserves. Perhaps it is because they do not realize how high a rate of interest the wholesaler is willing to allow for the accommodation afforded him by payment within a certain period.

Take for example the terms, "Net 60, 2-10." This means that for the use of the amount represented by the bill for the period of 50 days the wholesaler is willing to pay the retailer 2 per cent. and a full year being over 7 times as long as 50 days, is it not obvious that the cash discount offered represents a concession equivalent to interest at the rate of 14 per cent., or more, per annum.

Again, the terms "Net 30, 1 per cent. 10 days," represent annual interest at the rate of 18 per cent. In this case the wholesaler is willing to pay the retailer 1 per cent. for the use of the amount involved in the bill for 20 days. Twenty days being just about one-eighteenth of the 365 days that make up a year, the retailer, on paying the bill within 10 days, obtains the equivalent of a yearly interest rate of 18 times 1 per cent.

Accurate discounting of bills not only brings

the retailer a direct reduction in the cost of his merchandise. It also has a direct and advantageous influence on his credit. More, it brings the retailer into the best kind of relations with the wholesalers from whom he buys. Those retailers who do a charge business know how natural it is to give special attention or concessions to customers who are known to be prompt pay. And, naturally, the wholesaler feels the same way in regard to those among his customers who by discounting their bills, show they are up-to-date and reliable.

THE HOLIDAY DISPLAY.

In the druggist's stock in trade, which is for the most part to be found in the majority of the drug stores of Canada to-day there is abundant scope for an excellent business to be done in holiday goods.

The giving of presents at Christmas is no longer confined to the mere remembering of one's own family or one's own intimate friends, but it has grown to an extent which means quite an outlay by many who either seek to cultivate a more extended friendship or else feels in duty bound to give because they expect to receive. For this reason a more expensive class of goods is called for than in years gone by, and the variety of lines which is already in the usual druggist's stock as "sidelines" embraces more than that of other dealers for present giving. To enumerate the various lines would take up more space than should be given in an article of this kind, but we might just mention a few as reminders.

Magnifying Glasses,	Opera Glasses,
Perfumery	Pipes,
Toilet Atomizers,	Cigars and Cigarettes,
Manicure Sets,	Tobaccos,
Dressing Cases,	Boxed Candy,
Toilet Soaps,	Papeteries,
Brushes of all kinds.	Pictorial Post Cards.
Safety Razors,	Calendars,
Razor Strops,	Xmas Greeting Cards,
Shaving Materials,	Fountain Pens,
Cameras,	Hot Water Bottles,
Photographers' Needs,	etc., etc.,
Spectacles and Eyeglasses,	

Out of the above a druggist should be able to make an excellent display and to reap an abundant harvest if the goods are brought prominently before the public. The store should be neatly and tastefully decorated with fresh and artificial flowers, both of these latter forming also an excellent adjunct to the stock for sale in stores in large centres.

The Xmas Holiday trade should be the best season of the year for retail druggists, if it is only taken advantage of and proper publicity given to their stock, not only by window display and prominence in the store but also by newspaper and other advertising.

A BRUSH DISPLAY.

Many druggists have been rather lax in holding the business in several lines of goods which at one time were considered quite a part of their stock-in-trade. Other merchants have taken hold of many of these lines, and thus cut into the receipts of the druggist, mainly through the failure of the latter to increase sales rather than allowing them to diminish.

Brushes of almost every description can be handled to advantage and a window display of every kind of brush kept in stock can be made very attractive and business drawing.

Just consider this list and see if there are not many which can be added with advantage to your stock.

Hair, tooth, nail, cloth, shaving, hat, artist, paint, varnish, stencil, white-wash, horse, scrub, bannister, shoe, stove, camel hair, feather dusters, whisks, besides a number of others the sale of which is rather restricted.

Tastefully arranged displays of brushes both for the window and the interior of the store will not only prove a source of attraction but will also be found to increase sales—as to show goods especially in some of these lines is to ensure sales.

Tastily lettered show cards can also be used with good effect in displays such as we have indicated. It is worth trying. These goods are always stable, and with proper care do not depreciate from being in stock.

RETURNED DRAFTS.

In a recent issue the Commercial Bulletin (Montreal) speaks of the inexcusable habit which some dealers have of returning drafts without any reasonable excuse whatever.

It is a practice which is not only unbusinesslike, but is also unfair to the wholesaler who is put to additional expense and annoyance.

Our contemporary says:— Complaints have again reached us of the two frequent practice on the part of the out-of-town firm returning drafts for amounts ranging all the way from $100.00 to $500.00 and $600.00, although duly advised of same in advance, and also of the shipment of the goods they represent. On the back of the returned drafts are inscribed such excuses as "waiting arrival of goods," and "amount incorrect, am writing." One draft for over $300 was returned to a firm in this city endorsed as follows:—"Al-

The Walpole "Good Samaritan"

HOT WATER BOTTLE

FITS EVERY PART OF THE BODY



The hollow disk shape and thin model make it pillow-like and comfortable to lie upon. Stays without holding. Soothing instead of irritating. Gives three times the heating or radiating surface of the ordinary bottle with the same quantity of water.



Note how comfortably it fits the face, and what a perfect foot-warmer it makes when the ends are buttoned together.



Moulded from one piece of rubber—no seams, joints or cement.

If you haven't the "Good Samaritan" in stock send for a sample order to-day.

RETAILS AT $3.00 EACH.

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The products bearing these Trade Marks are issued by BURROUGHS WELLCOME & Co.

They represent the highest perfection yet attained in manufacturing processes and the latest development of scientific research.

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Full stocks are held by all the Lyman's Houses and also at the following depots:

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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

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QUOTATIONS GIVEN FOR ANY QUANTITY

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MR. DRUGGIST!

Which ?

A Lady comes into your store and asks for two or three packages of Dye.

Which do you prefer? To have to ask her whether the Goods she has to Dye are Wool, Cotton, Silk or Mixed. Then hunt through a Cabinet with the Different kinds of Dye in it, with the chance of handing her out the WRONG kind, after all, and have her come back and tell you her Dyeing was a failure. Or to Carry a small, but complete assortment of



DY-O-LA
ONE DYE FOR ALL KINDS OF GOODS

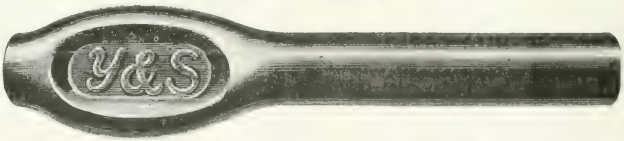
All you have to do is to go to a Handsome Little Rosewood finished Cabinet, open the door, and pick out the Color she wants. Knowing she can't use the **WRONG** Dye, as there is only **ONE** Set of **DY-O-LA,** and Guaranteed to color cloth of Any **KIND** Perfectly with the **SAME** package.

It's all a matter of Saving:- Patience, Time, Money, and Stock Tied Up. Ask your Wholesale House, or drop a Card for particulars to

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Stick Licorice



M & R Wafers in 5c muslin bags.
Licorice Lozenges in 5 pound tins.

Acme Pellets in 5 pound tins.
Soft mints in 5c pkgs.

—AND—

The delicious Y & S Licorice Pepsin Chewing Gum.

NO DRUGGIST'S STOCK COMPLETE WITHOUT ABOVE NAMED SPECIALTIES

National Licorice Company

MONTREAL

together too prompt, but will remit in course of week." Ten days elapsed without the promise remittance, and not until a suit was threatened was the debt liquidated. We have been informed of instances in which drafts have been returned on the pretext of non-arrival of goods when they had actually been received before the refusal to honor drafts. If such firms only understood to what extent their credit was injured by such practices, they would endeavor to be more careful in meeting their liabilities promptly. To a certain extent these returned documents reflect somewhat on the firms issuing them inasmuch as the banks through which they are drawn are apt to have a poor opinion of the merchants their customers are dealing with. Then again the makers of these drafts are out in their bank commissions or exchange, so that in more ways than one these uncommercial practices are very annoying and should be deprecated by all business houses of any standing.

O. C. P. COUNCIL MEETING.

The newly elect Council of the Ontario College of Pharmacy was held in the College building on Nov. 20th to 24th. The proceedings were somewhat of a routine character, although a number of items of considerable importance were brought before the meeting.

The President being obliged to leave before the sessions were over, the chair was occupied during the balance of the proceedings by Mr. Jury in an acceptable manner.

The committee meetings took up a good portion of the time, so that at the last the most important of the reports, that of the Educational Committee, had to be rushed through.

We believe it would be wiser if the Council would get down to business promptly and give as much of its time as possible to the consideration of matters coming before it so that reports can be fully considered and argued out rather than to pass hasty legislation.

The new blood in the Council is evidently beginning to make itself felt, and we look for some advanced legislation at the next session.

The question of gathering information from various other Colleges of Pharmacy is a matter which deserves to be carried into execution. Elsewhere in this issue there appears a letter from a correspondent which came to hand before the meeting took place, so that the ideas suggested in it on this question were in unison with those made at the meeting.

To keep pace with pharmaceutical progress and to be fully abreast of other Colleges of Pharmacy both in the Old World and in America, all information available should be procured, and the council should do everything in its power to make the instruction at the Ontario College of Pharmacy equal to that to be gained elsewhere.

In the past we felt that they have been rather niggardly in their treatment of the educational feature, and it should be borne in mind that this is the main object for which the college was established.

ADVICE TO GRADUATES.

By Prof. F. G. Fleck.

Do not make the mistake in judgment that your college education has fitted you thoroughly for a business career. You have received the fundamentals, it remains for you to apply that which you have been taught and to become strong through experience. A mistake is often made by young men in starting a business of their own just as soon as they leave college, when it would have been far better for them to have developed their capabilities by serving for a period of years and during this time had given attention to business methods. The young man who can make the most of the years of clerkship will prove the most efficient in business. I have heard clerks say that the proprietor did not give them opportunity to develop. In answer thereto, I would say that if the proprietor has any sense, it is the fault of the clerk. Responsibilities are not generally given, they are taken. Not all at once, for that would spell exodus, but gradually, by exhibiting a disposition and ability to assume responsibilities. Displace aggressiveness with thoroughness, acquire patience and seek contentment. Do not jump at conclusions nor undertake things hastily that should receive careful consideration, and you will find responsibilities slip on your shoulders without realizing when they came to you, and the wise employer will be perfectly willing to have you continue assuming them. Men are successful not only when they can do great things themselves, but when they have their business so systematized that they have the intelligent support and co-operation of those in their service. You, young men, have great opportunities before you, if you are capable in shaping the drug business which is now undergoing such decided changes. The untrained, inefficient will sooner or later find that in the crucible of present day competition they will not stand the test. In years gone by, practical experience took the place of special training, to-day the druggist must have scientific knowledge so he may make the most of his experience.

KENT-M'CLAIN AGAIN.

The Eclipse all-glass construction, made by Kent-McClain, Limited (Toronto Show Case Co.) is the type chosen by Messrs. A.H. Jassby & Co. Grey and St. Catherine Sts., Montreal.

PHARMACY IN GREAT BRITAIN

Reciprocity in Sight—Overseas Pharmaceutical Federation—Death of Alderman Gibson—Chemical Society—Radium's Latest Ground—Institute of Chemistry Dinner—The Drug Markets.

(From our London Correspondent.)

By far the most interesting news of the month is the announcement that pharmaceutical reciprocity between England and British Dominions overseas is now well within sight. On Nov. 1st, the Council of the Pharmaceutical Society took the craft by surprise in agreeing upon a draft of two new by-laws affecting the registration of overseas pharmacists in Great Britain. As your readers are aware, up to the present all persons desiring to practice pharmacy in this country have had to undergo the ordinary examinations and comply with the usual requirements laid down for the education of chemists, even though they have passed the pharmaceutical examination of a British Dominion. That this state of affairs could not be allowed to continue, has been urged by the pharmacy boards of Canada and elsewhere, and for years the authorities in Great Britain have recognized the force of the arguments. Frequent endeavors have been made to obtain legislation which would allow the British Society to admit Colonial and Overseas pharmacists to the register of chemists and druggists without further examination. Three years ago, this power was secured by the passing of the Poisons and Pharmacy Art, and the new by-laws just issued are the outcome of the power vested in the Society by that Act. The new by-laws were received with the unanimous approval of the Council, and were formally read a first time. After they have been approved by the members of the Society, the by-laws will be sent to the Privy Council, but no opposition is expected. Thus a difficulty which has been the subject of a good deal of controversy in pharmaceutical circles will be removed. The Canadian authorities will doubtless introduce a reciprocal agreement for admitting English chemists to the Dominion register.

* * * *

The International Pharmaceutical Federation which was formed as the result of the pharmacists' conference in Brussels last year, is making rapid headway. A set of rules has been drawn up and sent to the different Societies in all parts of the world. The headquarters of the Federation have been provisionally fixed upon at the Hague, where the Dutch Government have placed a suite of offices at the disposal of the new organization. It is expected that the Federation will meet at regular intervals and discuss matters of mutual interest. If all the great Societies could be induced to join, the Federation should be able to accomplish some useful work. There are many matters which await attention at the hands of an international authority.

* * * * *

Much regret has been expressed at the sudden death of a well-known pharmaceutical worthy —Alderman Gibson, of Manchester. Mr. Gibson was personally acquainted with a large number of pharmacists whom he met as the proprietor of the business of Robert Gibson & Sons, Ltd., Carlton Works, Hulme. He had lived a wonderfully active life, and died just after addressing a meeting of the Manchester City Council. Mr. Gibson, who was 79 years of age, founded the business of a medicated lozenge manufacturer in 1867, and his energy and activity soon made it a success. He began his municipal and civic career many years ago, and once held the office of Lord Mayor of Manchester. As chairman of the city committee responsible for the gas undertaking, Mr. Gibson was known for a progressive policy which resulted in the city rates being greatly relieved each year.

* * * *

The Chemical Society has resumed its weekly meetings at Burlington House, London. Professor Percy F. Frankland, LLD., F.R.S., is President for the year. Among the papers just read was one on the characteristics and composition of some early matches. The author, who has compiled the article on the subject for the "Dictionary of Applied Chemistry," has studied the history of matches, and has analysed specimens of several of the earlier kinds. The "friction lights" of John Walker, an apothecary of Stockton-on-Tees, were the earliest matches produced in England. They were tipped with a paste of antimony sulphide, potassium chlorate, and gum, and required vigorous rubbing between sand paper to cause ignition. "Lucifer matches," which were introduced soon afterwards, differed only in that the wood was treated with sulphur before the igniting paste was applied. "Congreve's" matches were the first to be tipped with a phosphorus composition; the paste contained principally phosphorus, sulphur, and potassium chlorate. "Prometheans" consisted of tightly rolled paper, with a small tube of sulphuric acid



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ODOR : White Heather
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PROTECTED PRICE ; 25c

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as the latest and best improvement in Surgical Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volumed whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

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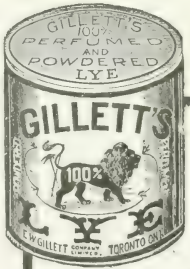
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Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it one of the very best cleaners for Druggists to sell.

Gillett's Lye Eats Dirt!

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Gillett's Chemical Works Established 1852.

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TORONTO ONT. MONTREAL

inside one end; the tip consisted of a paste of sulphur, lycopodium, potassium chlorate, and gum. The tube was broken by crushing the end, and the action of the acid on the chlorate produced.

* * * *

There seems to be no doubt that Rexall's will soon commence operations in England. A company has been registered in London, and the manager of the English branch has just arrived from Boston. The party of British delegates to the Rexall Convention has returned with very favorable impressions of the United Drug Company's methods. Pharmacists are waiting for further developments with a good deal of interest.

* * * *

The annual dinner of the Institute of Chemistry took place in London on October 27, Sir William Tilden presiding. Among those present was Mr. C. B. Allen, President of the Pharmaceutical Society. During the evening it was stated that the work of the Institute was now generally recognized. Practically all public analyst appointments were held by members of the Institute. The institution encouraged systematic education, and united the practical work of the chemist with a close following of the theoretical.

* * * *

Morphine is one of the drugs in the market which has been attracting attention lately. The price of this drug has again advanced, and makers are now quoting 12s. per oz. for a hydrochloride powder. Opium remains exceedingly firm, London price being about 27s. per lb. Santonin is unchanged, but equinine is expected to advance. The other articles which usually provide excitement in a chemical market are at present quiet.

NEW AGENCY FOR AN OLD TRIED REMEDY.

Mr. Thos. Gibbard, No. 30 St. Francois Xavier St., Montreal, who is very well and favorably known to the drug trade, has taken the agency for Canada of Dr. Marshall's Catarrh Snuff, the old reliable remedy for cold in the head, catarrh, ringing in the ears and deafness, which remedy has been sold by the drug trade since 1835. He carries a stock at Montreal for the benefit of the wholesale trade.

The sale of this catarrh remedy keeps on increasing, as there is nothing else made, it is claimed, gives as quick relief for nasal troubles.

The retailers who display it on their counters in the attractive one-half dozen carton in which it is packed, tell us that they sell ten times the quantity now that they used to when it was put up in packages and kept on their shelves, as the advertisement on the carton sells the snuff without any trouble to the salesman.

This carton is shown in their advertisement on page 807.

Correspondence

We do not hold ourselves responsible for the opinions of our correspondents. All our readers are invited to make use of these columns for anything of a general interest to the trade.

THE ONTARIO COLLEGE OF PHARMACY.

Kingston, Nov. 11, 1911.

The Editor Canadian Druggist,
Toronto, Ontario:

Dear Mr. Editor,—The writer has recently noticed considerable criticism about the present course and management of the Ontario College of Pharmacy. In voicing opinions and criticising the College, if such persons would come out in the open and suggest ways and means for improvement, then more interest would no doubt be taken in this momentous question by the graduates throughout the States and Canada.

I believe a remark was made some short while ago by a council representative, that Pharmacy had not advanced to any great extent in the last ten years or so, and further, the criticisms that had been hurled at the College were uncalled for and out of order, or some such statement to that effect. Summing up, the above remarks only too clearly prove the dormant condition of the Ontario College of Pharmacy, with its old stereotype lectures that have been handed out to each class year after year for the last generation.

A few years ago the dentist was looked upon as a poor puller of teeth. Look at him to-day; he has raised head and shoulders in the professional ranks, and with an extra year's training is now known as Dental Surgeon. How did he do it? Simply by the men at the head of his Alma Mater having kept abreast of the times and adopting the latest and most scientific methods of the day. What has our Ontario College of Pharmacy done? Very little. It has not lived up to its possibilities.

"Pharmacy has not advanced." Has our council-man ever looked or examined a volume of the latest Japanese Pharmacopoeia or the German Pharmacopoeia, the English translation of which may be purchased from any Technical Publisher. Is this man aware of the thousands of new methods what have been adopted in the manufacture and testing of pharmaceutical products, chemicals and drugs? Is he and are his colleagues aware that even the British Pharmacopoeia of '98 calls for the optical rotation in the examining of essential oils? How many of our graduates even, know what that means, or ever had an opportunity to examine or use the Polariscope?

If a graduate from the Philadelphia College of Pharmacy can take, say a sample of Oil of Cloves and estimate the percentage of Eugenol in the same and determine for himself whether he is get-

ting an 80 per cent. Eugenol or a 15 per cent content, why cannot our graduates do this? You don't need to be a born philosopher to do these things, neither do you require a B.A. or M.A. degree to learn them but you do require good men to teach them.

The commercialism that has honey combed our council has been the means of destroying the Academic side of our college, for do they not waste more time in discussing the amount of rent the McGill street property will bring to the coffers of the College, than attending to the welfare of our students.

Why not try and raise our students to something better, and forge ahead in the same manner as Royal Dental College.

I would suggest, let the council appoint a committee, send them away to the best schools in the States, England and Germany. They will come back with new ideas, adopt these into the curriculum, make a two years course of study, provide a Post-graduate course, raise your standard, and it will then appeal to the younger generation and make the College of Pharmacy worth while.

Put on a course in Bacteriological work. This would be one of the most interesting and profitable studies for the coming generation of druggists. The present graduates could also take advantage of this course if post graduate work was taken up. Running through a culture for $5 or $10 is much more profitable than handing out sodas at 5c. per. One of our recent graduates, after taking up this particular study, has been appointed Assistant Bacteriologist at the city of Toronto's new filteration plant.

Our student body as a whole are just as bright a lot of boys as you will find in the halls of McGill, Queens or Varsity, and just as capable of mastering Bacteriological work or any other study that would tend to fit them to broaden out in new fields instead of ending their days isolated in some little corner store.

If the present staff is not efficient, renew it; if it lacks in numbers, engage more. Get the best men you can. Queens University required a man practical in the manufacture of organic compounds. They found him in Chicago. The same college required a man versed in the manufacture of high explosives, a man of learning, yet practical. They found him in England. Practical men is what our school needs. Our big Universities realized this fact years ago.

Someone laughed at the idea of trying to help our apprentices by a correspondence course. It might be of interest, dear Mr. Reader, to know that a correspondence course has been carried on at Queens University for a number of years; it is known as the Extra Mural course of study. Why not assist the drug apprentice in the same manner. Give him a chance to learn the fundamental principles during his apprenticeship instead of employing about two months of his valuable time at the College which might be utilized to better advantage.

When the present course is lengthened and broadened, and the Ontario College of Pharmacy awakens and assumes a little more scientific and professional aspect, it will then be an easy matter to induce the Legislature to enact a law prohibiting the practicing physician from engaging in pharmacy, a privilege physicians now enjoy without examination.

If it is the common belief that the present administration is either incapable or unwilling to assume more progressive and enlightened policy, that would place the Ontario College of Pharmacy on the same plane as the up-to-date Instutitions, surely, Mr. Editor, the time is ripe for a convention of our graduates at which the matter could be thoroughly discussed, and ways and means provided for the inauguration of a policy that will mark a new era in the history of our College.

It is not to the best interests of our College that year after year the same men are returned to Council, with the same fixed ideas and lack of inclination for an aggressive change in policy that is so much to be desired. Our council is practically the same as a Board of Directors who would represent any of our large mercantile or financial institutions. Every few years we find an entire change on these Boards, the old directors retiring and new ones being appointed. New blood is brought in, new ideas, in fact the word "Advance" is carried in prominent letters over the doors of such corporations.

I would like to hear further discussion on this question, for unless the matter is taken up on all sides you may rest assured the progressive policy now on foot will be blocked.

Yours truly,

B. BLACKHALL.

A good man isn't a good liar, which is the difference between a good man and a good fisherman.

TURIN EXHIBITION AWARDS.

Messrs. Burroughs, Wellcome & Co. have secured no less than thirteen awards—eight grand prizes, two diplomas of honor, and three gold medals—for their exhibits at the Turin International Exhibition. This probably constitutes a world's record in awards received by a single firm at an exhibition open to all nations.

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KIDNEY DISEASES, KIDNEY STONES, GRAVEL IN THE BLADDER, GALL STONES

Sanol will disolve stones in a few days. No more surgical operations when taking Sanol.

PRICE—$1.50 per 16 oz. bottle.

Sanol's Antidiabetes

WILL CURE DIABETES

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Cream Bars
Nut Milk Chocolate
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Chocolate Confections so popular both with the public and with dealers.

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Getting Ready

- Every one is busy making up their list of Christmas gifts.
- Many people remember their physician, nurse or student friends.
- They want to give them something to use in their work.
- Mr. Druggist, our stock of surgical and nurses' supplies is complete.
- We expect your orders for these goods.
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Fancy Clinical Cases, Stethescopes, Pocket Cases, Leather Medicine and Obstetric Bags, Microscopes, Nurses' Chatelaines, Operating Aprons and Gowns, Water Bottles.

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4 oz. " "	9c.	8.60 "	8 25 "	7.75 "
1 oz. R.S. Presc "	6c.	5.50 "	5.00 "	4.50 "
2 oz. R.S. Presc. "	6c.	5.50 "	5.00 "	4.50 "
4 oz. R.S. Presc. "	8c.	7.35 "	6.65 "	6.00 "

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Gold Brilliant (For Inside Fixing)
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NATIONAL FORMULARY.

The following are some of the new formulæ that have been suggested for inclusion in the forthcoming edition of the National Formulary. The Committee is desirous of having them thoroughly tried by pharmacists in different sections of the country so as to avoid, as much as possible, unfavorable comment after the final publication of the book. Comments and criticisms based on practical experiences will be welcome. All communications should be addressed to the Chairman of the Committee, Prof. C. Lewis Diehl, 932 Cherokee Road, Louisville, Ky., who will submit the comments to the sub-committee having the matter in charge.

LIQUOR SODII CHLORIDI PHYSIOLOGICUS.

Physiological Sodium Chloride Solution, Normal Saline Solution, Isatonic Salt Solution.

Sodium Chloride..... .... 8 gm.
Water, recently boiled and preserved in a sterile container, a sufficient quantity to make...1000 Cc.

Dissolve the sodium chloride in the water, filter and again sterilize by exposure to the heat.

AQUA PHENOLATA.

Phenolated Water. Carbolic Acid Water.

Liquefied Phenol..... .... 20 Cc.
Distilled water..... .... 980 Cc.
Mix

LIQUOR PEPSINI ANTISEPTICUS.

Antiseptic Solution of Pepsin. Physol.

Pepsin ....50 Gm.
Menthol..... ....0.5 Gm.
Eucalyptol..... ....0.5 Cc.
Oil of Betula..... ....0.5 Cc.
Alcohol..... ..... 10 Cc.
Glycerin..... ....50 Cc.
Diluted Hydrochloric acid..... .....20 Cc.
Purified Talc..... ....50 Gm.
Distilled water, a sufficient quantity to make..... ....1000 Cc.

Dissolve the pepsin in 800 Cc. of distilled water, add the diluted hydrochloric acid and glycerin. Then dissolve the menthol eucalyptol and oil of Betula in the alcohol, mix this liquid with the pepsin solution and add sufficient distilled water to make the product measure 1000 Cc. Finally mix the purified talc with the solution and filter, returning the first portion of the filtrate until the liquid is clear.

LIQUOR PICIS CARBONIS.

Liquor Carbonis Detergens. Coal Tar Solution.

Coal Tar..... ....200 Gm.
Quillaja in No. 20 powder..... .....100 Gm.
Alcohol, a sufficient quantity to make..... ....1000 Cc.

Mix the coal tar and quillaja with 700 Cc. of alcohol and macerate during seven days in a closed vessel with occasional agitation. Then filter and wash the contents of the filter with a sufficient quantity of alcohol to make the product measure 1000 Cc.

EXTRACTUM CINCHONÆ LIQUIDUM

Liquid Extract of Cinchona.

Red Cinchona, No. 40 powder...1000 Gm.
Hydrochloric acid..... .... 30 Cc.
Glycerin..... .... 125 Cc.
Alcohol..... .... 130 Cc.
Water, a sufficient quantity to make..... ....1000 Cc.

Mix the hydrochloric acid and glycerin with 5000 Cc. of water and moisten the powder with 350 Cc. of the mixture. Pack the moistened drug in a cylindrical percolator, pour on additional menstruum, and when the liquid begins to drop from the percolator, close the lower orifice, and, having closely covered the percolator, macerate for 48 hours. Then allow the percolation to proceed slowly until the cinchona is exhausted, using the remainder of the menstruum and then a sufficient quantity of the water. Reserve the first 700 Cc. of the percolate, and evaporate the remainder to 400 Cc. at a temperature not exceeding 80 degrees C., then add the reserved portion and continue the evaporation until the mixed liquid measures 800 Cc. Finally add the alcohol and sufficient water to make the finished product measure 1000 Cc.

OLEUM RICINI AROMATICUM.

Aromatic Castor Oil.

Saccharin..... .....0.5 Gm.
Oil of Cinnamon..... .....1.5 Gm.
Vanillin..... .... 1 Gm.
Cumarin..... .....0.1 Gm.
Alcohol..... .... 40 Cc.
Castor oil, a sufficient quantity to make..... ....1000 Cc.

Dissolve the oil of cinnamon saccharin, vanillin anh cumarin in the alcohol and all the castor oil and mix thoroughly.

PILULÆ DIGITALIS, SCILLÆ ET HYDRARGYRI.

Pills of Digitalis, Squill and Mercury. Niemeyer's Pills for Dropsy. Guy's Pills.

Digitalis, in fine powder..... .....6.5 Gm.
Squill, in fine powder..... .....6.5 Gm.
Mass of Mercury..... ....6.5 Gm.

Thoroughly mix the digitalis and squill, add the mass of mercury and make into a mass by the addition of sufficient clarified honey. Divide this into 100 pills.

PILULÆ OPII, DIGITALIS ET QUININÆ.

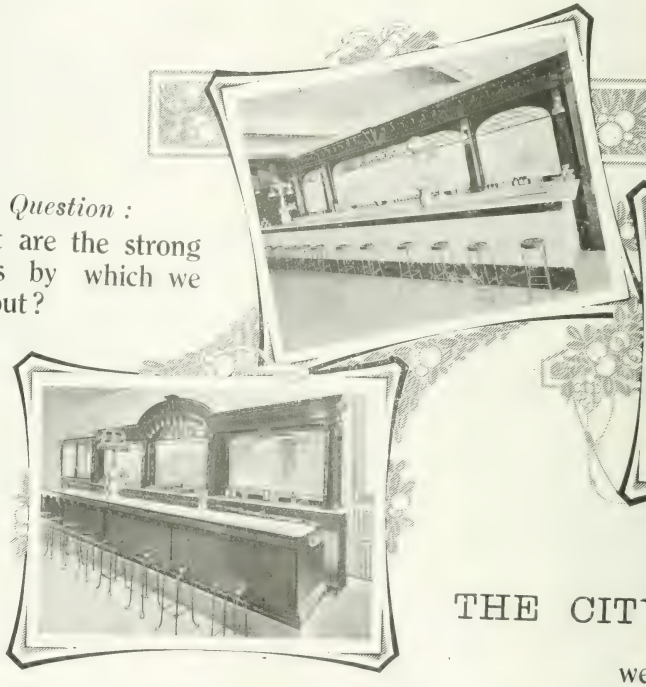
Pills of Opium, Digitalis and Quinine. Niemeyer's Pills for Phthisis.

Powdered Opium..... .... 1 Gm.
Digitalis, in fine powder..... ..... 6.5 Gm.
Quinine Sulphate..... ....6.5 Gm.

Mix the ingredients thoroughly and make into

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1912

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a mass by the addition of sufficient clarified honey. Divide this into 100 pills.

SYRUPUS PAPAVERIS

Syrup of Poppy Capsules.

Poppy Capsules, deprived of seed and in No. 20 powder.....	100 Gm.
Sugar.....	850 Gm.
Distilled water, a sufficient quantity to make.....	1000 Cc.

Loosely pack the ground poppy capsules in a suitable percolator and gradually pour boiling distilled water till the drug is exhausted. Heat the percolate to boiling for two minutes, then concentrate on the water bath to 500 Cc. in which to dissolve the sugar. Add sufficient distilled water to obtain 1000 Cc. of product. Strain while warm and bottle at once. Syrup of poppy capsules should be kept in small vials completely filled and stored in a cool place.

SYRUPUS AMMONII HYPOPHOSPHITIS

Syrup of Ammonium Hypophosphite.

Ammonium Hypophosphite.....	32.5 Gm.
Diluted Hypophosphorus acid	2.Cc.
Distilled Water.....	100.Cc.
Glycerin.....	100 Cc.
Compound Spirit of Vanillin.....	2.Cc.
Syrup, a sufficient quantity to make.....	1000 Cc.

Dissolve the ammonium hypophosphite in the distilled water, add the diluted hypophosphorus acid, filter and then add the glycerin, compound syrup of vanillin and sufficient syrup to make the product measure 1000 Cc.

TINCTURA OPII CROCATA

Tincture of Opium with Saffron. Sydenham's Laudanum.

Granulated Opium.....	100 Gm.
Saffron, in No. 20 powder..... ...	25 Gm.
Saigon Cinnamon, in No. 60 powder.....	6 Gm.
Cloves, in No. 30 powder.....	6 Gm.
Diluted Alcohol, a sufficient quantity to make.....	1000 Cc.

Triturate the drugs in a mortar with an equal bulk of clean sand, then rub them to a smooth paste with a portion of the diluted alcohol and transfer the mixture to a percolator in which has been placed a plug of purified cotton and which is tightly stoppered. Rinse the mortar with a portion of the diluted alcohol and transfer the washings to the percolator. Add sufficient of the menstruum to leave a stratum of liquid above the drugs, cover the percolator and allow it to macerate for two days and then percolate until 1000 Cc. of tincture is obtained.

TINCTURA CACTI GRANDIFLORI

Tincture of Cactus Grandiflorus. Tincture of Night Blooming Cereus.

Cactus Grandiflorus.....	500 Gm.
Alcohol, a sufficient quantity to make.....	1000 Cc.

Cut the Cactus Grandiflorus and crush it in a mortar, then add 700 Cc. of alcohol and transfer the mixture to a closed vessel and macerate for several days with occasional agitation. Express the drug, and measure the expressed liquid and set aside in a closed container. Pack the drugs firmly in a percolator and slowly percolate with alcohol until sufficient percolate is obtained to measure when added to the reserved, expressed liquid 1000 Cc. of tincture. Finally filter the tincture and store it in a well stoppered bottles in a cool place.

TINCTURA COCCULI INDICI

Tincture of Cocculus Indicus. Tincture of Fish Berry.

Cocculus Indicus, in No. 30 powder	100 Gm.
Diluted Alcohol, a sufficient quantity to make	1000 Cc.

Moisten the ground Cocculus Indicus thoroughly with sufficient diluted alcohol, pack it firmly in a cylindrical percolator and pour on enough of the menstruum to saturate the drug and leave a stratum of liquid above it. When the liquid begins to drop from the percolator, close the lower orifice, cover the percolator and macerate for six hours. Then allow the percolation to proceed slowly, adding from time to time sufficient diluted alcohol until 1000 Cc. of tincture is obtained.

The use is almost entirely for external application to destroy vermin.

TINCTURA DELPHINII

Tincture of Larkspur.

Larkspur Seed, in No. 30 powder	100 Gm.
Alcohol, a sufficient quantity to make.....	1000 Cc.

Moisten the powdered Larkspur Seed with a sufficient quantity of the alcohol and pack it firmly in a cylindrical percolator and pour on enough alcohol to saturate the drug and leave a stratum of liquid above it. When the liquid begins to drop from the percolator, close the lower orifice, cover the percolator and macerate for six hours. Then allow the percolation to proceed slowly until 1000 Cc. of tincture is obtained. Rarely used internally, but is commonly employed externally to destroy parasites.

TINCTURA PASSIFLORAE

Tincture of Passion Flower.

Passion Flower, in No. 20 powder	200 Gm.
Diluted Alcohol, a sufficient quantity to make.....	1000 Cc.

Moisten the Passion Flower with a sufficient quantity of diluted alcohol, pack it evenly and firmly in a conical percolator and pour on enough of the menstruum to saturate the drug and leave a stratum of liquid above it. When the liquid begins to drop from the percolator, close

the lower orifice closely over the percolator and macerate for six hours. Then allow the percolation to proceed, slowly pouring on sufficient diluted alcohol from time to time until 1000 Cc. of tincture is obtained.

TINCTURE PULSATILLAE.

Tincture of Pulsatilla.

Pulsatilla, No. 30 powder..... .....100 Gm.
Alcohol
Water, of each a sufficient quantity
to make..... .....1000 Cc.

Mix 750 Cc. of alcohol with 250 Cc. of water, and moisten the pulsitalla with a sufficient quantity of this mixture, pack firmly and evenly in a conical percolator and pour on enough of the menstruum to saturate the drug and leave a stratum of liquid above it. When the liquid begins to drop from the percolator, close the lower orifice, cover the percolator and macerate for six hours. Then allow the percolation to proceed slowly, pouring on sufficient of the menstruum of alcohol three volumes, water, one volume, until 1000 Cc. of tincture is obtained.

TINCTURA SABALIS ET SANTALI.

Tincture of Saw Palmetto and Santal.

Sabal, granulated or crushed in No.
16 powder..... .....200 Gm.
White Sandal wood, in No. 60
powder..... ..... 65 Gm.
Alcohol
Water, of each a sufficient quantity
to make..... ...1000 Cc.

Mix the Sabal and Santal Wood and moisten the mixed drugs with a sufficient quantity of a menstruum composed of alcohol, four volumes, water, one volume, and then pack firmly and evenly in a clyindrical percolator and pour on enough of the menstruum to saturate the drug and leave a stratum of liquid above them. When the liquid begins to drop from the percolator, close the lower orifice, cover the percolator and macerate for two days. Then allow the percolation to proceed, slowly, pouring on more of the same menstruum from time to time until 1000 Cc. of tincture is obtained.

THE ADVANTAGES OF FRESHLY PREPARED MEDICINES.*

By Francis Hemm.

If there is any one combination more widely prescribed by physicians than calomel and soda we fail to remember which it is. For fully thirty-five years we have been receiving prescription after prescription from all classes of prescribers for powders of calomel and sodium bicarbonate. Infants and children are the class of patients for whom such prescriptions are particularly common.

If the prescriptionist were to examine his file closely and make a comparison as to what extent plain calomel powders with sugar or milk sugar are prescribed and calomel and soda triturations, we venture to say that he will find that the latter combination outnumbers the former at least six to one. How is this fact explainable? For years teachers of therapeutics at medical schools and colleges of pharmacy have been impressing upon their students' minds the fact that when a thorough trituration of calomel and sodium bicarbonate is made the action of the calomel becomes much modified and milder than straight calomel trituration.

The fact is that when calomel and sodium bicarbonate are thoroughly triturated together in a mortar, according to the rules of pharmaceutical art, the color changes from the original white to a pale yellowish tint, which seems to indicate chemical action or reaction between these ingredients.

Pharmacy students are instructed to rub thoroughly and long enough to bring about this change, whenever compounding such prescriptions, and for the reason that therapeutists have always contended that such trituration acted much more satisfactorily and milder than calomel alone or a hastily and insufficiently triturated mixture.

Whatever the exact chemical product is which results and produces the change of color seems to be somewhat indefinite, though some authorities claim that probably mercurous carbonate is formed.

This question is, of course, of chemical interest, but has nothing at all to do with the fact that clinicians hold on to the idea that this combination and this sort of trituration has merited fairly and squarely the popularity which it enjoys.

Physicians and not pharmacists are to decide what combinations are best adapted to their patients' needs.

In this particular instance the prescription proved so satisfactory in the long past because freshly made triturations were always dispensed when such powders were ordered by physicians—on extemporaneous prescriptions.

In gone by days the carrying of ready-made powders or tablets in stock and taking chances on chemical changes before the patient swallowed them was not thought of; in fact, tablets were not yet known.

What chemical changes occur in ready-made old powders or tablets may be seen by the careful determinations made by "Vulpius" (American Journal of Pharmacy, 1879).

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4 "	2	1.95
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8 "	1	2.66
12 "	½	3.42
16 "	½	3 85
32 "	½	5 85

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hours' time in triturations of calomel and sodium bicarbonate.

2. Minute traces of bichloride are found after such mixture becomes 3 months old; also shows only traces of same dangerous compound if powdered milk sugar is mixed in with the calomel and soda. If, however, powdered cane sugar is mixed in, the mixture will show a pronounced quantity of corrosive sublimate after three months.

This ought to be sufficient warning that calomel and soda, whether in powder or tablet form, should be freshly made up and not allowed to get old.

This is one instance, and there are many, many others, in which the prescribing physician will do well to bear in mind that freshly prepared medicines are something entirely different and superior to ready-made old ones—does the doctor want to give the baby any corrosive sublimate for calomel and soda.

FRESH VS. OLD EMULSIONS.

Freshly made emulsions from fresh and prime oils are just as much superior to ready in stock old emulsions (no matter what their original quality) as a fresh egg beats a rotten one; or as fresh sweet milk is ahead of sour clabber; or as sweet butter is to the rancid, irritant kind.

FRESH SYRUPS VS. OLD ONES.

Recently prepared syrups are better as a general rule than old ones. Especially is this true of all those which undergo fermentation readily or of such which easily decompose chemically.

A fresh syrup of hydriodic acid, as now directed by the U. S. P. is always right, but an old one is not.

A freshly made syrup of ferrous iodide U.S.P. is a perfect product, whereas an old one is not such by the very chemical nature of the same. Syrup of the phosphates of iron, quinine and strychnine U. S. P. is a fine preparation when freshly made, but it does not take very long before it discolors and precipitates.

Syrup of Acacia, when freshly prepared on the physicians order, is a very acceptable demulcent: when it gets old it becomes a nauseant and irritant.

Many slimy and fungoid deposits form in a large line of ready-made old syrups as they undergo natural forms of decomposition.

MISCELLANEOUS.

Ready-made infusions and decoctions are generally conceded to be ill adapted for stock goods and have always stood condemned.

Chalk mixture, Griffith's iron mixture, Brown mixture and compound rhubarb mixture are something entirely different when freshly made than when old.

Mucilages, generally, are only right when freshly prepared.

Ointments, cerates and oleates are particularly sensitive and become rancid and irritating, and if no doubt shall exist as to their fitness for application, they had better be made up fresh.

Solutions of ammonium acetate, potassium citrate, magnesium citrate, chlorine water, lead subacetate, caustic potassa, caustic soda and many more, are not at all the preparations which the pharmacopoeia intends them to be when they are old.

Suppositories when freshly made from sweet and bland cacao butter are better than old rancid ones.

Freshly made pills of phosphorus, ferrous iodide, ferrous carbonate, mercurial mass or any others, dissolve readily and contain unaltered just what the pharmacopoeia says they do.

Prescriptions for freshly made pills or mass capsules made with proper excipients are always reliable.

NOTES ON DISPENSING.

By Harold Wyatt, in Chemist and Druggist.

The oral administration of sera and vaccines is frequently resorted to now-a-days, and when prescribed in mixture form some menstruum of a preservative nature must be used, or the preparation will in a short time become entirely changed. Glycerin, alcohol, and chloroform-water are the three best adapted to the purpose, but in the case of alcohol or an alcoholic tincture not more than 25 per cent. should be used, or there is precipitation of the serum. The following are examples:

Seri Antithyroidi Moebius... ... .m 320
Sol. Vini Rect... ... ...oz.j
Glycerini..... ....dr.iv
Aquam..... ... ...ad oz.iv

Dilute the serum with the glycerin and half the water and pour into the alcohol diluted with the rest of the water.

Vaccini Pneumococci (I. C.
—10,000,000)..... ... ...m xxiii
Glycerini..... ... ...oz.i
Aq. Chlorof ... ...ad oz.vi

NITRITE WITH AN ACID

frequently causes difficulty through the liberation of nitrous acid and consequent development of unlooked for colorations, e. g.:

Potassi Iodide... ....gr. xlviii
Sodii Nitritis ... ...gr. xij
Liq. Nitroglycerini ... ...m vi
Sodii Benzoatis ... ...gr. lxxii
Syr. Zingiberis ... ...dr.vi
Aquam ... ...ad oz.vi

with 20 grains of sodium bicarbonate added to keep the mixture alkaline, no coloration was produced even on keeping

Theocin Sodii Acetatis ..... grn. x
Caffeinae Citratis... ....grn. iv
Sodii Nitritis..... .... gtt. ii
Ft. Cachet.

Half the amount of caffeine was used in the form of the citrate, and the nitrite was rubbed down with dried sugar of milk, after which the cachets kept very well without any smell of oxides of nitrogen being formed.

THE USE OF SENEGA AS AN EXPECTORANT

is not so general among prescribers as it ought to be, considering the utility of the drug and the advantage it presents of not making a thick, gummy preparation. The following examples were given :

Paraldehydi..... ....dr.iij
Syrupi..... ....dr.iij
Tr. Aurantii..... .... m xxx
Liq. Senegae..... .... dr.j
Aquam, ad..... ....oz.iij

This shakes up easily, and is not so bad to take as a draught made with gum.

An unusual quantity of chloroform in the next example gave no trouble when shaken with a dram of liq. senegae before adding to the mixture :

Liq. Morph. Hydrochlor..... .....dr.ij
Tr. Camp. Co..... ....dr.ij
Vini Ipecac..... ....dr.ij
Glycerini..... ....dr.iv
Chloroformi..... .... m xx
Liq. Cocci..... .... m x
Aquam..... ....ad oz.iv

The following gargle is often ordered by a local doctor, and is a good example of the utility of senegae :

Pot. Chloratis..... ....dr.ij
Tr. Myrrhae... ....dr.ij
Inf. Senegae..... ....oz.ij
Aquam..... ....ad oz.vj

THE ORDER OF MIXING

is a cause of variation in the color of some mixtures and in the density of precipitates naturally occurring in others.

Ext. Cinchon. Rub. Liq..... ....dr.iv
Auri Chloridi .... grn. j
Inf. Gent. Co. ad..... ....oz.viij

If the gold salt is added to the mixture last and diluted with 2 ounces of infusion, the precipitate is bulky and light colored ; but if the process is reversed, the precipitate is purplish and very dense.

Calcii Glycerophosph... ....dr.ij
Sodii Cinnamatis ....gr. xx
Acidi Phosph. Dil. ....m ij
Liq. Atrop. Sulph..... ....m viij
Glycerini..... ....oz.i
Inf. Aurantii Co. ....oz.j

Dissolve the sodium cinnamate in infusion q. s., then add to the glycerin, and to this the calcium glycerophosphate with ..... and make up the rest of the ingredients. In this way the cinnamic acid thrown out is very finely diffused and requires no suspension.

Sodii Salicylatis..... ....dr.iij
Potass. Bicarb..... ....oz.j
Tr. Guaiacia Ammon. ....dr.iv
Emulsionis Petrolei..... ....oz.ij
Aq. Chlorformi... ....ad oz.viij

Make a saturated solution of the salicylate in chloroform-water, add the tincture of guaiac little by little, and pour the mixture into the emulsion, shaking well ; finally add the bicarbonate dissolved in the rest of the chloroform-water. The salicylate dissolves the guaiac and makes a very smooth mixture.

CHLORETONE IN A SUPPOSITORY

is somewhat uncommon, but treated as hydrated chloral it makes up well. Ten grains can be put into one suppository by melting 10 grains of wax and adding the chloretone to it. Each suppository weighs 20 grains, but goes into a 15-grain mold.

A CASTER OIL CONTAINING SILVER NITRATE

(4 grains to the fluid ounce) was asked for by a doctor, and a satisfactory one turned out with the subjoined ingredients :

Argenti Nitratis..... ....grn. iv
Spt. Vini Rect..... ....dr.iss
Ol. Ricini..... ....ad ozj

AN EYE OINTMENT

of the following composition proved extremely irritating :

Hydrarg. Ox. Flav..... ... ...grn. ij
Cocaine Hydroch..... ....grn. ij
Acidi Borici..... ....grn. iv
Perolati Flavi..... ....dr.iv

Thinking that the irritation might be caused by traces of mercuric chloride being formed, cocaine alkaloid dissolved in 20 minims castor oil by aid of heat was used instead of the hydrochloride, and mixed with the other ingredients on cooling. There was no further complaint.

A CACHET OF ASPIRIN AND POTASSIUM IODIDE

became much discolored owing to liberation of iodine and this staining the starch of the cachets blue. The ingredients (aspirin grn. viij and potassium iodide grn. ij) were powdered and well dried, and the cachets were made with two covers each.

The only way to secure permanency is to rub the ingredients up separately with a small amount of cacao butter, then granulate, and mix together, compressing lightly into the cachet.

Pyramidon grn. viij and salicin grn. viij were put into a No. 2 cachet, but by the use of a compressor the mixture could be got into a No. 1.

CACHETS OF ..... AND PERMANGANATE

grn. j in each, were made by rubbing down the permanganate with enough French chalk to make a 2-grain powder before putting into a hard gelatin capsule.



Bottle Complete

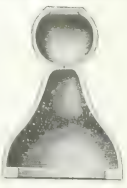

Breast


Cell

To the Druggists of Canada

We want your trade. We want you to sell the Hygeia Nursing Bottle, which has been on the market for a number of years in the States; and is known in Canada. It deserves a wider sale among your patrons. On wholesale quantities of the complete 8 ounce Hygeia nursing bottle, we can allow you a discount of 10% less than we allow druggists in the States, and pay the freight, not the duty, for cash in 10 days.

We also supply to the trade the Fall-cup nipple. This nipple is unlike all others, in that it has the perforation, not at the tip, but at the bottom of the cup. The cup regulates nursing. We are making a special offer on the Fall-cup nipple until the 1st of January, 1912. Write us for prices.


Section of Fall-cup nipple. The puncture in the nipple is at the bottom of the cup.

THE HYGEIA NURSING BOTTLE CO.

1336 Main St., - Buffalo, N. Y.

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A BOON TO WOMANKIND



THE only collapsible, self-adjusting infallible Supporter in the world, made of purest and softest rubber. Having 6 faces or cups it renders misplacement absolutely impossible. This feature does not exist in any other supporter. Highly recommended by the medical profession.

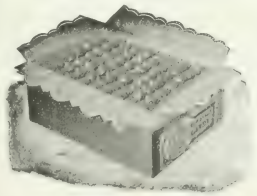
RETAIL PRICE, $2.00

Price to the Trade—$12 per doz. in ½ doz. lots, $10 per doz. in 1 doz. lots.

Druggists: write for descriptive circular and special introductory proposition. Made in two sizes, large and medium. Accompanying illustration shows full size of Medium Supporter. This size is generally used. Guaranteed satisfactory or money refunded. Address

THE BEE CELL COMPANY

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A Profit Producer

Were you convinced as we are, of the profit producing certainties of "CHOCOLATE BORDO" you would not hesitate to purchase. Most merchants readily see the possibilities and give us at least a small trial order. They invariably repeat, which is the best proof of the saleability of the goods at a profit.

COST AND SELLING PRICES:

5 lb. boxes cost (each) $1.25;	Sell $2.50;	Profit $1.25
1 " " doz. 4.00;	" 6.00;	" 2.00
½ " " " 2.25;	" 3.00;	" 1.35
10c pkgs. " " .85.	" 1.20	" .35

"CHOCOLATE BORDO" is known. Has been made and sold by us for 25 years. So, when people learn that you are selling the original Bordeaux Chocolate, the line that always has the same unique, delicious, tongue-teasing flavor found only in "CHOCOLATE BORDO," they will return to your store, and will buy more than chocolates. This is a double-barreled profit-producer proposition.

FREE SAMPLE BOX AWAITS YOUR REQUEST

The Montreal Biscuit Company

M'f'rs of Biscuits and Confectionery. MONTREAL

IN THE PRESS. READY SHORTLY.

THE SECOND

British Pharmaceutical Codex

The publication of this Edition may be expected at an early date.

The work will contain specially prepared descriptions of

ALL DRUGS AND MEDICINES IN COMMON USE

throughout the British Empire and the United States of America, with Chemical, Pharmacological, Prescribing and Dispensing Notes, and an extensive Formulary of Galenical Preparations which are not official in the British and United States Pharmacopœias. The monographs are arranged so as to show at a glance any particular information that a prescriber or dispenser may require, and at the end of each monograph are given such particulars regarding the recognized preparations of the drug as a prescriber usually requires, so that he will be saved the trouble of frequent reference to the index.

THE B. P. C. FORMULARY,

which will constitute the second part of the book, contains all the special Codex formulæ with working directions, and with all quantities given in both centesimal proportions and British weights and measures. It is worthy of note that all the B. P. C. preparations have now been made and thoroughly tested before inclusion in the work. An entirely novel feature of the new Codex is

A PHARMACOLOGICAL AND THERAPEUTIC INDEX

which provides a complete and useful classification of remedies, all the medicaments being grouped in one alphabetical list, in accordance with (1) their pharmacological action, (2) their general therapeutic use, and (3) their application in special ailments. The general index to the Codex will be found to be as comprehensive as formerly, and it is certain to be admitted generally that the new volume is a wonderful improvement upon the experimental first issue. Though

MUCH NEW MATTER HAS BEEN ADDED

and the number of pages will be nearly two hundred more than in the original Codex, the use of a specially thin but opaque paper will make the volume both thinner and lighter, and the covers will be more firmly attached.

Having made special arrangements with the publishers we will be able to supply the book at

Three Dollars per copy, post paid.

[illegible]

THE CANADIAN DRUGGIST, Toronto, Canada.

[illegible]

B. P. C. ORDER FORM.

To THE CANADIAN DRUGGIST, Toronto, Canada.

Please [illegible] *copy of the British Pharmaceutical Codex, recently published by* [illegible] *for which I enclose $3.*

Name

Address

Money Order enclosed. P. O. Order to follow. Money to be refunded if [illegible]

An unusual prescription for capsules was :

Strychinae Sulphatis.....grn. j
Ext. Digitalis.....grn. v
Magnesiae ustae.....grn. xx
M. ft. capsul. No. xx

At first sight one might take the amount given to be for one capsule instead of for twenty. Such slackness in the directions to the pharmacist is quite inexcusable.

The powders were well triturated with enough sugar of milk to make up to 40 grains, and put into No. 3 hard capsules, 2 grains in each.

Ext Aloes.....grn. j
Pepsini.....grn. j
Ext Nucis Vom.....grn. ss
Acidi Carbolici.....grn. ss
Ext. Anthemidis.....q.s.
Ft. pilula.

The size of these pills was reduced by substituting pulv. anthemidis for the extract. This is a good absorbent powder for pill massing, being lighter than and as absorbent as licorice powder.

Ferri Iodidi.....grn. iij
Ext. Gentinae.....grn. j
Ft. pil.

This was sent by a correspondent. None of the samples of iodide which Mr. Wyatt produced were satisfactory, and he recommended the iodide to be made extemporaneously, massing with tragacanth powder and powdered gentian.

Terpinol.....grn. iss
Sodii Benzoatis.....grn. iss
Ft. pil.

This became very soft when massed with licorice powder and compound tragacanth powder, but made with wax gave a good mass. Alternate formulae are as follows :

Terpinolis.....grn. iss.
Sod. Benz.....grn. iss.
Kieselguhr.....grn. ss.
Saponis Duri.....grn. ss
Terpinolis.....grn. iss.
Sod. Benz.....grn. iss.
Cerae Albae.....grn. ss.
Saponis Duri.....grn. ¼
Ft. pil.

THE FOLLOWING PASTE

compounded with mercuric-oleate ointment (made by solution of the oxide in oleic acid) went solid, and so hard as to be unusable :

Thiogenol.....dr.ij
Ung. Hydrarg. Oleat. (10 per cent.) ...oz.j
Pulv. Amyli.....dr.ij
Pulv. Zinci Oxidi.....dr.ij
Paraff. Moll, ad.....oz.ij
Ft. Pasta.

The trouble was really due to the free oleic acid of the oleate forming oleate of zinc, which is a very hard body. The paste was all right when made with the oleate of the present Pharmacopoeia diluted with benzoated lard.

AROMATIC EXTRACT OF CASCARA SAGRADA

R. C. Cowley, F.C.S., of the College of Pharmacy, Brisbane, Queensland, contributes to the Chemist and Druggist the following process for an aromatic extract of cascara sagrada :

Cascara sagrade (No. 20 powder) 20 ounces
Diluted sulphuric acid..... 1 fluid ounce
Alcohol (90 per cent.)..... 4 fluid ounces
Oil of coriander..... 20 minims
Oil of orange..... 20 minims
Spirit of chloroform..... 80 minims
Gluside (soluble) ..... 13 grains
Liquid extract of liquorice..... 4 fluid ounces
Solution of ammonia, distilled water, each of a sufficient quantity.

Boil the cascara sagrada with 7½ pints of distilled water and the diluted sulphuric acid for 2 hours ; allow the mixture to stand for 24 hours, then pack in a percolator with distilled water until the cascara bark is exhausted. Neutralize the percolate with solution of ammonia, and evaporate on a water bath to 12 fluid ounces, maintaining slight alkalinity throughout the operation by the further addition of a solution of ammonia from time to time. Dissolve the oils and gluside in the alcohol, and the spirit of chloroform and the liquid extract of liquorice. Mix this with the concentrated solution of cascara bark, and, if necessary, make up to 20 fluid ounces with distilled water.

COMPOUND SYRUP OF BROMOFORM

This preparation, which appears to be growing in the favor of physicians, is prepared as follows :

Bromoform..... 0.15 parts
Codeine..... 0.05 parts
Tincture of aconite..... 0.20 parts
Spirit of bitter almond..... 0.52 parts
Alcohol..... 5.00 parts
Glycerin..... 10.00 parts
Syrup of poppy..... 15.00 parts
Cherry-laurel water..... 5.00 parts
Syrup of tolu to make..... 100.00 parts

The spirit of bitter almond of this formula is made by dissolving 1 gram of bitter almond oil in 80 c. c. of alcohol and adding enough water to make 100 c. c.

FOR FLATULENT DISTENSION

The following is suggested for the immediate relief of flatulent distension of the abdomen :— Tincture of belladonna, 1 minim ; tincture of nux vomica, 1 minim ; tincture of opium, 1 minim ; compound tincture of cardamoms, 3 minims ; aromatic spirit of ammonia, 15 minims ; peppermint water, 1 fluid drachm. Make 3 fl. ounces. A teaspoonful to be taken every hour for six doses. Repeat when necessary.— Practitioner, March, 1911.

ONTARIO COLLEGE OF PHARMACY

Semi-Annual Meeting of Council

Mr. Alex. Stewart, Guelph, elected President. Mr. J. H. H. Jury, Bowmanville, Vice-Pres.



MR. ALEX. STEWART, PRESIDENT

Owing to the recent elections which had brought about a change in the representatives of the Board, the semi-annual meeting of the Council of the Ontario College of Pharmacy, which opened in the board-room of the College on Gerrard street on Monday afternoon, Nov.20, possessed more than usual interest.

When the meeting was called to order by ex-President John Hargreaves, there were present the following :

Messrs. Henry Watters, Ottawa ; E. W. Case, Picton ; J. H. H. Jury, Bowmanville ; C.T. Adams, Sault Ste Marie ; E.R. Wigle, Goderich ; A. J. Johnston, Sarnia ; W. H. Worden, Toronto ; G. E. Gibbard, Toronto ; H.G. Robertson, Barrie ; A. Stewart, Guelph ; B. Griffin, Hamilton ; T. E. McLellan, Galt, and J. T. Pepper, Woodstock.

Mr. Hargreaves, who welcomed the members, stated that he was glad to note several new faces around the table, and though he felt regret that he was not once again a representative of the Council, yet he was confident that the affairs of the College would receive the same measure of care which they had done in the past.

As this was the last occasion on which he would be able to address the Council in an official capacity, he desired to call attention to one or two features during his term of the presidency. One of these, he said was the amendment adopted by the Council which enabled them to spend money towards support of the C.P.A. Another was the splendid work which had been carried out by the infringement committee and Registrar Graham. In closing he alluded to the practice which obtained amongst certain firms of advertising commodities, such as nitre, liquorice, etc., at prices which plainly showed the goods were not up to the standard.

Registrar-Treasurer Graham read the scrutineer's and election reports which showed that in six divisions the following members were returned by acclamation :

No. 1, Henry Watters ; No. 2, E. W. Case ; No. 3, J. H. H. Jury ; No. 10, C. T. Adams ; No. 12, E. R. Wigle ; No. 13, A.J. Johnston.

It was then moved by Mr. Jury, seconded by Mr. Pepper, that Mr. Stewart be nominated as President. No other names being brought forward, he was declared elected by acclamation.

On motion of Mr. Stewart, seconded by Mr. Case, Mr. Jury was unanimously appointed Vice-President.

In acknowledging his appreciation of the honor, Mr. Stewart said that the position was one of which any man might well be proud. He hoped that during his term in the chair the College would continue to develop and prosper. There was some danger, he thought, that we might fall into a rut, and fail to keep pace with other



MR. J. H. H. JURY, VICE-PRESIDENT



Viola Odorata and Reine Iris Soaps

No up-to-date Druggist can afford to be without these for their Christmas trade. Their beautiful floral odor and one-half gross of samples that we give with each gross of soap will sell the goods and bring large returns.

Mother's Favorite

for a medium price soap with doll as per photo for Christmas trade is unexcelled. Write for quotations.

The Dominion Soap Co., Limited

Sole Canadian Agents for The Andrew Jergens Co., Cincinnati, O.

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Kosmeo Cream	**$4 20**
Kosmeo Face Powder (white, flesh & brunette)	**4 20**
Hair Restorer (name changed to hair color)	**8 40**
Bonalaxa (the bon bon laxative)	**2 10**
Face Bleach	12 60
Cucumber and Elder Flower Cream	8 40
Eugenie Enamel (white or flesh)	8 40
Bath of Isis for the hands	4 20
Rose Bloom (liquid rouge) pink and damask	4 20
Stick Rouge (for lips and cheeks)	2 10
Cactuo Hair Grower	8 40
Dandruff Remedy	8 40
Eye Brightener	4 20
Hygiene Skin Food	12 60
Toilet and Nursery Powder	2 10
Depilatory Powder	12 60
Oat-Al	4 20
Bleaching Cream	6 30

ADDRESS

Mrs. Gervaise Graham

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is pure full-cream milk, combined withthe extract of malted grains, and is manufactured by HORLICK'S MALTED MILK COMPANY, at Racine, Wisconsin, with the scientific methods, apparatus and sanitary precautions, resulting from their experience of over a third of a century.

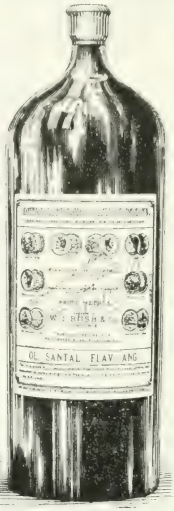
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Simply reqires dilution.

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Toronto.

institutions in the onward march, and with a view to obviating this, he suggested the formation of a committee of three or four members of the Council for the purpose of touring the United States, and there gleaning all the useful information about similar institutions. Such a scheme, he said, would have the hearty support of former members of the College.

Mr. Jury concurred in the newly-elected President's suggestion, remarking that it was their duty to see that the institution should spend money in getting the very best ideas obtainable.

The following committees were then appointed, after which the Council adjourned until the following morning :

By-Laws—Messrs. Johnston, Case, Wigle, McLellan, Watters.

Education—Messrs. Watters, Pepper, Gibbard, Griffin, Case.

Expenditure and Finance :—Messrs. Adams, Wigle, Griffin, Robertson, Worden.

Infringment—Mrssrs. Wigle, Jury, Johnston, McClellan, Worden.

Divisional—Messrs. Griffin, Adams, Robertson, Gibbard, Pepper.

Research—Messrs. Jury, Watters, Pepper, McLellan, Robertson.

TUESDAY, NOV. 21.

Council met at eleven o'clock. President Stewart in the chair. The chairmen of the different committees were appointed as follows :

By-Laws and Legislation—Mr. A. Johnston.
Education—Mr. Henry Watters.
Executive and Finance—Mr. C. T. Adams.
Divisional—Mr. B. Griffin.
Research—Mr. J. H. H. Jury.
Infringement—Mr. E. R. Wigle.

Communications were then read by the Registrar, and at the conclusion of this proceeding the following motion by Mr. Watters, and seconded by Mr. Jury, was carried unanimously :

"That the action of the Registrar in refusing the application of Mr. A.D. Stevens for a seat at the College course of lectures be confirmed, and that this be an instruction to the Registrar to deal in a like manner with all similar cases, and that this regulation be embodied in the College announcement for the guidance of all concerned."

The communications were then referred to the different committees, and the Council adjourned shortly before noon.

The interval before the afternoon session was made the occasion of a lunch tendered by the President and the Vice-President to the members of the Council at the National Club.

On reassembling, the committees entered on their work in preparing reports, and at 5 o'clock adjournment was made until 10 a.m. the following morning.

REGISTRAR'S REPORT

Toronto, November 22, 1911.

To the President and Council of the
Ontario College of Pharmacy :

Gentlemen :—I beg to present the semi-annual report of the College finances ending Nov. 13th, 1911.

Seven physicians have registered, viz. : E. H. Marcellus, M.D.; F. Finch, Sterling ; L. Spicer, M.D., Byron ; G.H. Groves, M.D., Carp ; A. McD. Murray, M.D., Stratford ; P.S. McLaren, M.D., Porcupine ; Andrew Gray, M.D., Chippewa ; Chas. F. Dorsey, M.D., Collingwood.

I have endeavored to enforce the revised statute in regard to registration fees of managers of branch stores, and the majority of them have settled. Also made inspection of record books of sales of cocaine among the wholesalers of Eastern Ontario, found all complying with the law, and was astonished at the small amount sold.

The number of renewals issued since last report is as follows :

1906 - 1 @ $4.00	$ 4.00	
1910— 1 @ 4.00	4.00	
1911—17 @ 2.00	148.00	
1911 45 @ 1.00	180.00	$336.00
Less refund	2.00	$334.00

I beg to submit the following statement of receipts and disbursements for the term ending May 12th, 1911.

Receipts

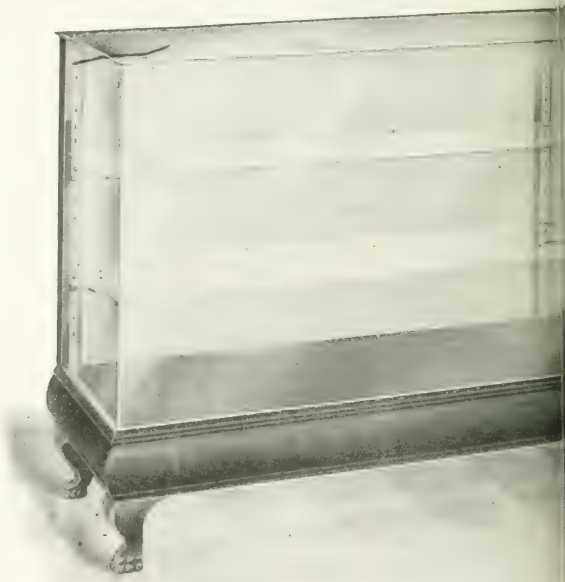
Cash on hand (last audit)	$ 16.51
Balance Bank of Commerce general act.	2517.67
Balance do Savings acct.	2843.61
Apprentice Registration fees	89.00
Deposit fees	525.00
Infringement (fines)	168.00
Lecture fees (J.C.)	6447.50
Liquor sales registers	4.29
McGill St. property (rents)	306.00
Entrance fees (J C 1911)	164.00
Entrance fees (J C 1912)	4.00
Poisons sales registers	15.63
New diplomas	20.00
Druggists license fees	336.00
Interest	180.16
M. D. registration fees	28.00
Canadian Formulary	4.34
	$13669.71

Disbursements

Apprenticeship registration fees	$ 1.00
Deposit fees (refund 1910-11	391.61
Infringement	304.71
Insurance	9.50
Lecture fees	612.85

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of Queen St., East. TORONTO

McGill St. property	233.63
Ontario College of Pharmacy	274.38
Council meetings	610.50
Postage	99.00
Supplies (College	584.04
Interest and exchange	9.35
Salaries	2914.21
Scrutineers	40.00
By-laws and legislation	35.00
Canadian Pharm. Ass'n	544.00
Water account	5.61
Auditors	10.00
Cash balance	22.84
Cash on deposit (Bank of Com. gen. acct.	3448.65
Cash on deposit (Bank Com. Sav. acct	2985.53
Furniture	4.50
Examination account	121.74
Divisional Committee	25.00
Coal	393.00
Druggists license fee (refund)	2.00
Gas and light	17.06
	$13669.71

THE JOHN ROBERTS SCHOLARSHIP FUND.

Balance last audit	$3403.30
Interest on debenture	60.00
Interest Bank of Commerce	5.81
	$3469.11
Less	
R. D. Dymond, scholarship	$50.00
Frank R. Evans, scholarship	50.00
P.E. Ellis & Co., medals	20.00
	$120.00
Balance	$3349.11

STATEMENT OF ASSETS AND LIABILITIES

November 12, 1911.

College lot	$5000.00
College building	33529.34
McGill St. property	6614.26
Furniture	1434.04
Apparatus	8194.45
Supplies	1093.36
Liquor sales registers	109.60
Poisons sales registers	42.60
Canadian Formulary	78.39
Outstanding accounts	101.03
Outstanding rents	5.60
License renewals fees (estimated)	16.00
Cash balance	22.84
Bank balance general	3448.65
Do. Savings Acct.	2985.53
Central Canada Loan Sav. Co., deben.	3000.00
Canada Permanent Mortg. debenture	2000.00
	$70376.69

Liabilities

Salaries	$1000.84
Outstanding accounts	311.16
Balance	69064.69
	$70376.69

WEDNESDAY, NOV. 22.

Council met at eleven o'clock, with Mr. Jury in the chair, who explained that the absence of the President was due to his marriage having taken place that morning, on receipt of which intelligence a resolution of congratulation was moved by Mr. Watters and seconded by Mr. Worden, instructing Mr. Jury to convey the best wishes of the Council.

None of the committees being ready to report an adjournment was made till the afternoon.

At the afternoon session, which commenced shortly before three o'clock, council went into a committee of the whole, Mr. McLellan presiding, to discuss the following motion by Mr. Case, notice of which was given at the June meeting :

"Be it enacted by the Pharmaceutical Council of the Ontario College of Pharmacy, that Section 3 of By-Law No. 4 of the Ontario College of Pharmacy, passed the 9th day of June, 1911, be amended as follows :

"Strike out the figure "2" in the last line of the said section and insert in place thereof the figure "3" in the following clause thereof : In the event of the said annual fee being paid on or before the first day of May in each year, the Registrar shall accept the sum of $2 in full payment of the same."

In speaking to the motion, Mr. Case said that the members were thoroughly conversant with the reasons why it had been formulated. The late President, he said, had been instrumental in having the law changed empowering the council to use all the monies necessary in Inter-provincial matters. It was a move in the right direction,he thought, and the Registrar had informed him that there would be no difficulty in securing the additional fee from the druggists throughout Ontario.

Mr. Worden, who supported the motion, stated that he had come to the council meeting prepared to oppose it and the Pharmaceutical Association. He had always, he said, looked upon the C.P.A. as an organization which existed primarily for providing certain members with jobs. But from what he had seen and learned, he had changed this view, believing that that association was carrying on a good work. The time was ripe, he believed, for a federation of interests throughout the country. Personally, he stated, he would like to place before every druggist in Canada, the knowledge of the good which would accrue from the raising of the fee.

Mr. Jury declared that he had also been numbered amongst the doubting Thomases, but since his visit to Montreal to the recent convention, he had acquired a true knowledge of the C. P. A. and the good work which it was doing.

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Remember all these Hot Water Bottles are price restrictive. Each individual sale of the Empress or Princess bottles will register as two bottles, while the Baroness, Duchess, Marchioness and Countess register as one each only. The drug clerk in the small town has the same opportunity as the one in the large city as the selling opportunity will be governed accordingly, namely. Ten bottles sold in towns of less than 3500 will be equal to 15 in towns from 3500 to 10,000 and equal to 20 in towns from 10,000 to 25,000 and 25 in cities above that population.

Send in your list at the end of each month to "NOBILITY" Dixon-Wilson, Limited, Toronto. See that your list is correct and signed by your employer.

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To the Drug Clerk selling the largest number of Nobility Hot Water Bottles—**$100.00 Cash.**
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" " " " " Princess " only **15.00** "
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See that your Employer has signed the Contract

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Following some further discussion, in which Messrs. Gibbard, Watters, Pepper and Johnston took part, the first and second readings were moved and adopted.

The committee then rose, and with Mr. Jury in the chair, the third reading was carried by the council, subsequently the following motion, proposed by Mr. Case, and seconded by Mr. Johnston, being carried unanimously :

"That By-Law No. 5 as read be now finally passed and signed by the President, and Registrar of the College, and the seal of the College be affixed thereto."

Chairman Johnston, of the Committee on By-Laws and Legislation, then presented report No 1 of that committee.

Amongst the recommendations embodied in the report, were that the application of C.T. Griffith, of St. Catharines, for registration as an apprentice be granted.

That the application of Fred Bawden, of London, Ont., for registration, be granted.

That the request of E. Taggard, of Simcoe, to be recorded from April, 1911, be complied with.

That the request of H. Graham, of Cobden, to be registered from July, 1910, be granted.

That the request of W. J. Troop, of Cobourg, to be recorded from August 8, 1910, be granted.

That the request of B.M. Alyra, of Trenton, to be registered from April 20, 1908, be granted.

The committee reported adversely against the request of Henry Lillian, of Berlin, for registration, giving as their reason that he had not passed the necessary educational tests.

On motion of the chairman, Mr. Johnston, seconded by Mr. McLellan, the report of the committee was adopted unanimously.

In report No. 2 of the same committee, which was the next order of business taken up by the council, several more recommendations for the granting of applications for registration were made. Amongst these were applications by R. J. Pake, of Elko, B.C.; A. J. Bovan, of Dundas; W. Garneau, of Ottawa ; G. Young, of Owen Sound ; W.C. Nokes, of Kingston ; R. Nelson, of Owen Sound ; N. P. Hart, of Welland ; P.E. McLarty, of Haileybury ; U.J. Gareau, of Ottawa ; S.S. Tripp, of Arnprior; J. Spring, of Toronto; L.W. Davis, of Chatham, and G. Hall, of Glencoe. In each case the applicants had provided the Registrar with statutory declarations and necessary proofs of educational qualifications.

The committee endorsed the action of the Registrar with regard to the application of Mr. H. S. Mann, of Lemberg, the report further recommending that Mr. Graham be instructed to issue no certificate or diploma unless the applicant was in good standing.

The following letter from Mr. F.S. Mearns, Solicitor of the O. C. P. to the Registrar, on which the committee was asked to report was read and the suggestion contained therein came in for considerable discussion :

"Referring to the report on By-Laws and Legislation, in which a recommendation is made that I compile all the amendments to the Acts of the Legislature and Dominion Parliaments and amend By-Laws of the College so that the same might be printed and a copy sent to each regular member of the College. I may say that after a conference with you, you suggested the advisability of not doing this until after the next meeting.

"I have also pointed out to you that the amendments to the Ontario and Dominion Acts passed at the last session of the Dominion Parliament, have not yet been issued by the King's printer in statute form. I have also pointed out that the Proprietary and Patent Medicine Act is lengthy, and the printing of these Dominion Acts, which are not being enforced by our College, would entail considerable expense.

"I would be pleased to have further instruction in the matter, after the next meeting of Council, and will act in any way suggested."

Mr. Watters thought that the matter was of vast interest to all druggists, even though they were unable to have it enforced. We recommend that the Acts should be compressed into handy form and distributed for the guidance of all concerned. With this object in view, he moved the following motion, which was seconded by Mr. Gibbard ;

"That all Federal or Ontario enactments bearing on the conduct of pharmacy, be condensed and compiled and issued to the members of our College, bearing on the Cocaine Act, the Opium Act and Drug Act, and Proprietary Medicine Act, the Lord's Day Act, the Liquor Act, and the solicitor and chairman of the by-laws be authorized to compile said information and present to this Council at the earliest possible time,"

"Druggists have not the time to go through all the ponderous wordy statutes as they are at present," Mr. Watters said, "and the result is that they do not learn very much about the laws. If a resume was published by the Council they would read it. I know the druggists are not observing the Dominion Medicine Act referring to the sale of broken packages. The Lord's Day Act is not being enforced, and it is to the advantage of this Council to see that it is. If I can't make a living in six days of the week in the drug business, why then it is up to me to get out of it."

Mr. Gibbard concurred with Mr. Watters, and suggested that the whole Acts should be printed. He did not think that the expenditure would be prohibitive, for he believed that the sum of $30

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6 "	20.00	1 "
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would cover it. He did not think that they should be issued in condensed form, however. "Don't tell the druggist to do anything by Act of Parliament," he said.

"I think that Mr. Gibbard has misunderstood me, "said Mr. Watters. "I mean that they should be printed in condensed form along the lines of a pamphlet which I issued myself, and which appeared in the Canadian Druggist."

Mr. Johnston thought that owing to the fact that a different interpretation might be placed on the meaning of the Act that it would be a dangerous undertaking.

"As Mr. Gibbard says," he went on to say, "no two police magistrates may agree on the interpretation of the Act, and then if a druggist was convicted he would say with every reason: 'You told us to do this, and yet we are fined.' The minute you begin to condense the Act you put our interpretation on it, and I think it is a very dangerous thing to do. If the Council passes it, I am willing to take my share of the responsibility, but I wish to utter this warning before hand. Mr. Graham would have to give his opinion when asked, which I would consider a highly imprudent proceeding on his part."

Mr. Jury believed that the law was not well understood by druggists and others. Only the other day, he said, in Peterboro, a druggist had been fined for selling alcohol in that city, even though it had been prescribed by a doctor. It was held at the court that the selling of alcohol was entirely illegal, and now not a druggist in Peterboro would sell it.

"No one can interpret the Liquor Act," said Mr. Gibbard, "the clauses conflict.

Mr. Jury: "As far as alcohol is concerned, it is not a question of interpretation, it is a mistake in the Act."

Finally, on the motion being put to the meeting a tie vote of five to five was declared. Mr. Gibbard then explained, that as he had seconded the motion, under a misapprehension, he would not vote against it, though he was opposed to it. On a second motion, however, the motion was declared lost by six to five.

Following a motion by Mr. McLellan that a circular letter be sent to each druggist showing the Council's attitude to the C.P.A. and the reason for raising the fee, which was carried unanimously.

Council then adjourned until 10 o'clock on Thursday morning.

THURSDAY, NOV. 23.

Council met at eleven o'clock, with Mr. J.H.H. Jury in the chair, the first business being the presentation of the report of the Infringement Committee.

The Committee stated that several violations of the Act had been reported to the Registrar since the last meeting, convictions having been secured in the following cases:—

A. Grant, Bothwell, fined $18, selling drugs.

J. Murray, Stratford, two fines, $40, for selling poison.

Mr. W. Darcey, Watford, fine, $20, selling poison

Smith & Chappele, Chapleau, fine, $20, selling poison.

Desjardins & Co., Chapleau, fine, $20, selling poison.

W. J. Johnston, Brockville, fine, $20, selling drugs.

Ottawa National Pharmacy Co., fine, $20, manager not properly conducting store.

T. Payment, Ottawa, fine, $10, selling cocaine.

Total $168.

The Committee noted that the disbursements for this work exceeded the receipts by $136.71, this being the first time in a number of years that this had occurred. They pointed out, however, that this was due to the many prosecutions which had taken place in New Ontario.

The report stated that complaints had been frequently made of infringements of the Act which, on investigation by the inspector, revealed little evidence to base a case on. The Committee therefore recommended that the most reliable evidence should be at hand before sending the inspector to investigate complaints and lay information.

The committee stated that they were pleased to report that the sales of cocaine were on the decrease, only one fine having been imposed in the last six months for the sale of this drug, and they desired to compliment the druggists of Ontario on their observance of the law.

The report, in closing, drew attention to section 22, page 10 of the Pharmacy Act re the displaying of certificates, a practice which many druggists failed to carry out.

On motion of Mr. Wigle, seconded by Mr. Worden, the report was adopted.

Report No. 3 of the By-Laws and Legislative Committee was presented by Mr. Johnston.

The report recommended that the application of Mr. Graham Robinson, of Goderich, for registration from August 15, 1905, be granted, providing that he produces the statutory declaration as to apprenticeship.

The Committee also recommended that the Minister of Labor be memorialized to so amend the Act respecting the sale of cocaine and habit forming drugs, that the enforcement of the same be placed in the hands of the Registrars of the various Colleges of Pharmacy.

In supporting the latter recommendation, Mr. Johnston stated that the Dominion Acts went

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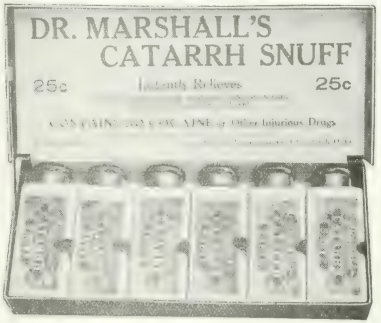
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further than the Provincial Act, and often a conviction could be secured under the former when the latter would be powerless.

Mr. Watters thought the matter was out of the Council's jurisdiction, and for that reason he would not support the proposal. On being put to the meeting, however, the report was adopted.

Mr. Wigle introduced the following motion which was seconded by Mr. Johnston, and carried :

"That the Educational Committee consider at an early date the readjustment of examiners so that as far as possible the examiners will be druggists actively engaged in business."

Mr. Pepper then proposed the subjoined motion relative to Mr. Watters' resolution which was lost the previous day.

"That the Registrar be instructed to have 1,200 copies of a revised letter similar to that issued by Mr. H. Watters to druggists of the district covering various matters in the laws (Dominion and Provincial) affecting our position in the matter of doing business, and that the necessary copies be furnished each representative of the Council to supply the druggists of his district.

The motion, which was seconded by Mr. McLellan, was unanimously carried, following which Council adjourned until 2.30 p.m.

At the afternoon session the chair was again occupied by Vice-President Jury, the first order of business being the presentation of Report No. 1 of the Committee on Executive and Finance by the chairman, Mr. C. T. Adams.

The report recommended that the account of the Canadian Pharmaceutical Association for $504 be passed ;

That a sufficient amount to cover the expenditure on re-papering and re-painting the lobby and hall be authorized ;

That Mr. F.S. Mearns' account for $75 be paid;

That the Registrar-Treasurer's reports and the Auditors' reports and statement of liabilities and assets be adopted.

On motion of Mr. Adams, seconded by Mr. Robertson, the report was adopted.

No other reports being ready, Council adjourned till 4 o'clock, at which time the Committee on Education promised to have their finding ready. At this hour, however, the acting President informed the remainder of the Council that owing to the voluminous nature of the report the committee would be unable to present it until late in the evening, and therefore he advised the adjournment of Council until Friday morning.

A motion to this effect was put, and the Council adjourned until 10 o'clock the following morning.

FRIDAY, NOV. 24.

Owing to the fact that several reports had not been presented, the business in front of the Council for the final session was the heaviest which they yet had been called to deal on at the meeting.

Shortly before ten o'clock the members assembled in the Council chamber with Mr. Jury in the chair, and the first item taken up was the report of the Committee on Research, which was presented by Mr. Watters for Mr. Jury.

The report stated that inasmuch as the duties allotted to the committee had been exhaustively dealt with by the committee preceding it in the college administration, very little material had been carried forward for treatment.

"We are pleased to state, however," said the report, "that interest in the Canadian Formulary continues to grow and extend. From the encouraging comments tendered your committee by pharmacists we are encouraged to believe that the hopes entertained in regard to the place it is destined to fill in the professional and commercial armament of the pharmacist are being abundantly realized.

We feel bound to believe, however, that too many druggists have not yet made themselves acquainted with the possibilities of the Formulary for increased revenue and higher ideals of professional pharmacy by adopting it as a working guide in the preparation of a numerous class of pharmaceutical products finding a place in the daily requirements of the physician and pharmacist. We would, therefore, once more urge every pharmacist to start the manufacture of C. F. preparations, strongly convinced as we are from actual experience of their superiority as exhibits of the medicaments they represent, and of their no less superior advantage from the pecuniary point of view.

We note the conspicuous place accorded the C. F. in The Canadian Pharmaceutical Journal, and we are gratified with this recognition of the importance to the drug trade of the propagation of hints to a fuller knowledge and applications of its intention.

We venture the opinion that if every individual pharmacist would undertake the preparation of some of the leading items of the C. F. and bring the preparations to the notice of as many physicians as he could along with a copy of the Formulary and the information that pharmacists are now manufacturing and prepared to supply these specifications, that their preference over all other proprietary pharmaceutical specialties will speedily and generally be established.

"Your committee is pleased to acknowledge receipt of a complimentary copy of Pharmaceutical Formulas from the Editor of the Chemist and Druggist as an evidence of appreciation on

his part of the new edition of the Canadian Formulary. It is recommended that suitable recognition of his courtesy be transmitted to him through the Registrar-Treasurer.

In conclusion the report said:

"As a suggestion to pharmacists in the promotion of the C.F. we would recommend that they experiment initially with alkaline antiseptic solutions, Elixir of Lactated Pepsin, Kastin Plasma, Unguentum, Mentholis. We have the assurance gained from experience that these preparations have no equal as representatives of the medicinal qualities intended. They can, moreover, be prepared without difficulty, and so economically that their manufacture should commend itself to every pharmacist."

On motion of Mr. Watters, seconded by Mr. Robertson, the report was adopted. The report of the Divisional Committee was then presented to the Council.

In its opening statement, the report deplored the fact that for a number of recent years the affairs of the Divisional Associations had received scant attention from the members of the Council, and that the work of the Divisional Committee had been of the most perfunctory character.

"Aiming at nothing," said the report, "they were eminently successful in scoring a pronounced failure. This attitude of the committee and the barrenness of the reports presented, has, we fear, produced in the minds of the members of the Council the erroneous impression that the matters entrusted to this committee are of minor importance, with the unfortunate result that the welfare and interests of the practicing pharmacists have been relegated to the background, instead of occupying a prominent position to which their importance entitles them in the deliberation of this body, constituted to conserve those interests and advance that welfare."

Continuing, the report stated that under the circumstances it was not surprising that there was little of importance to lay before the Council.

They were pleased to note, however, that a successful joint meeting of districts 11 and 13 had been held as a result of the enthusiasm of the representatives of those districts, Messrs. Johnston and Roberts. The meeting which took place in Windsor was well attended and lasted two days. Interesting papers were presented, and the operations for the year outlined by the representatives.

Mr. Griffin, of No. 8, had also held a successful meeting in Hamilton, which was attended by a number of outside members.

Mr. Case, in No. 2, had also done good work by visiting different centres of his district and thus keeping in personal touch with the members of his constituency.

The report eulogized the pamphlet issued by Mr. Watters, and recommended that his labor should not pass without special recognition by the Council. With that end in view, they recommended that he should be remembered by appropriating to him the annual divisional allowance of $25. This was necessary, as the Council proposed to trespass still further on his generosity and ability.

The Committee recommended that the Council should direct each representative to hold at least one meeting in his district, and that a concise report of the meeting should be furnished to the Chairman of this Committee.

Also that each representative should be instructed to address a circular letter at least once in three months to each member in his district outlining the operations of the various pharmaceutical organizations throughout the Dominion.

Finally the report urged upon each member not to forget the importance of judicious publicity which could be carried out by extended meetings and, through the columns of the drug journals.

In the discussion which followed the presentation of the report, Mr. Johnston urged everyone to push divisional meetings. He had held them in his district, and he knew what good was accomplished. It was by this method, he said, that his constituents had learned to appreciate the good work of the College and the C.P.A.

Mr. Gibbard declared that the matter was an extremely important one. As a new member of the Council, he did not want to indulge in any criticism on the members for their attitude in the matter, but it seemed to him that certain committees were regarded as of minor importance and the Divisional Committee had been among them. He believed that far from this being the case, it was one of the most important.

Mr. Jury concurred with Mr. Gibbard. The Divisional Committee was a link between the College and the members of the profession, he said.

On motion of Mr. Griffin, seconded by Mr. Gibbard, the report was adopted.

Report No. 2 of the Executive and Finance Committee contained but one clause which was that the Registrar be authorized to employ a stenographer during the busy times of the year. Mr. Adams, who moved the adoption of the report, pointed out that a saving of $3 weekly had been achieved by the Registrar in wages, and this would more than make up the salary for the short time during which the stenographer would be required. The report was adopted.

The report of the Committee on Education, which was introduced shortly before eleven o'clock, was one of the most voluminous which had ever been presented at a meeting of the Council. The Committee had adopted the plan of merging three reports in one, and these were all taken up at the same time.



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The report of the Dean, which was appended to the committee's finding, stated that the Junior term commenced on Thursday, September 7, 1911, and that the total number of students present was 103 including one lady. Three students competed for the Bawden Plant-Collection prize which had been awarded to R.L. Dalton, of Mitchell, Ont., who prepared, mounted, classified and labelled fifty specimens of Canadian plants.

The report stated that at a recent meeting of the faculty the following opinion had been expressed with regard to the establishment of a correspondence course :

That without some amendment of the Pharmacy Act, the duty of the Preceptor to his apprentice cannot be legally evaded, as it is proposed by this suggestion. It is the universal experience that the return in scientific subjects from this method is practically nil. We are further of the opinion that the desired object might be obtained, in part at least, by requiring attendance at the Junior Course during the second or third year of the apprenticeship period, which should terminate with the Senior course. It would be found further advantageous to incorporate as part of the course at this College a set of lectures on Business Methods.

It will be seen that all this is distinctly connected with the project already repeatedly recommended by the Faculty of a two years' course.

The report also recommended that authority be given for the printing of 2,600 copies of the annual announcement.

Regarding the Dean's report and the suggestions it contained, the report of the Committee on Education had this to say :

"Re report of the Dean and Faculty which is presented herewith, your committee is gratified to know the highly satisfactory number of students, viz., 103 taking the lecture course, and also that their conduct has been satisfactory.

With reference to the suggestion that a value of 25 per cent. for term work be accorded the standing of candidates at the qualifying examinations in the subjects of practical pharmacy, practical chemistry and dispensary, the committee, while recognizing the suddenness of the suggestion, was not prepared to recommend its immediate adoption.

With reference to the request of the graduating class of the College for approval of a design submitted for a class pin the committee recommended that the same be adopted as the official class pin of the College.

Regarding the opinion of the faculty of the College on the need of correspondence instruction, the committee stated that they could not share the view expressed as to the evasion of the duties of the preceptor implied in the said opinion as the principle of correspondence instruction carried with it augumented responsibility, and they had no evidence as to the absence of results in scientific subjects in this method of instruction.

"It is not out of place in this relationship," said the report, "to emphasize the advantage to the apprentice of the hints conveyed in the curriculum of studies for apprentices appearing in the College announcement and to maintain that a systematic application of the method of study therein elaborated and applied in nature of tutorial or correspondence oversight and review by the faculty of this College would be a logical extension of the principle of correspondence instruction to be dealt with."

Continuing, the committee recommended that an issue of 2,600 copies of the Announcement should be secured. They also desired to draw attention of the Council to the evident deterioration in its typographical appearance and suggested the advisability of renewing the electros and composition.

Dealing with the President's opening remarks, in which he suggested the appointment of a special committee to visit the schools of pharmacy for the purpose of obtaining information as to methods of instruction and equipment of building with the object of applying the same to the College, the committee recommended that the time for such a tour of inspection had not yet arrived, as no definite course of action had been decided on with reference to the more advanced course of instruction.

They recommended, however, that the Committee on Education should be instructed to ascertain by careful inspection the possibilities of this building to accommodate the equipment necessary for such a course, and to report at the next meeting.

The report recommended that this Committee with the Dean be authorized to make such necessary revision of the course of studies at the College and also include talks or lectures on practical subjects connected with the commercial phases of the drug business that will prove useful and profitable to the druggist in his everyday business.

Dealing with several applications for the replacing of diplomas, etc., destroyed by fire, the committee recommended that these should be granted in the case of Walter Arens, Shoal Lake, Man.; A.P. Gainer, Arthur, Ont ; G.E. Morrow, Acton, Ont ; T. B.M. Wright, Porcupine, Ont.; G.A. Craig, North Gower. In each instance the applicants will have to provide the necessary statutory declaration and pay a fee of $5.

The committee also granted the request of

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Memorandum Books are the very latest and most improved on the market. No split rings to tear the sheets—the metal all in one piece, and nothing to get out of order.

The New Standard

Will please your patrons and establish a continuous trade for refills, etc. Owing to its simplicity, it is the cheapest and undoubtedly the best.

Sold Only by :

WARWICK BROS. & RUTTER, LIMITED

MANUFACTURING STATIONERS

TORONTO

Colin McClellan, of Toronto, that his standing in Botany examination [illegible] the name first [illegible] they considered that he was thoroughly entitled to the distinction.

Regarding the application [illegible] Toronto, for registration at the College on the strength of his standing as a licentiate of the Pharmaceutical Society of Great Britain, the committee recommended that inasmuch as that society had announced its acceptance of colonial qualifications and standing that as soon as the intention of the British Society had been embodied in a by-law and adopted authorizing reciprocal registration that Mr. Wright's application should be granted. They, therefore, recommended that the registrar should be instructed to forward a copy of the resolution to the [illegible] Society for its information, and that he also be instructed to communicate with the Pharmaceutical Society of Ireland inviting reciprocal registration on the same basis.

Regarding the application of J. C. [illegible], of Fort William, for registration as a pharmacist, the committee recommended that as he had not produced evidence of apprenticeship experience that his request should not be granted.

The application of Miss Catherine George, of Powassan, Ont., for registration as an apprentice was granted by the committee, as was also that of Dr. R. Chevrier, who applied for a certificate of registration.

Regarding the provision for certificate for the John Roberts' Scholarship, the committee recommended that the sum necessary to meet the expenditure should be withdrawn from the interest surplus of the John Roberts' Scholarship fund, and that the certificate should be issued to all graduates who were entitled to it.

Some discussion ensued regarding the suggestion contained in the President's opening remarks that a special committee should be appointed to visit other schools of pharmacy for the purpose of obtaining information as to methods of instruction and equipment.

"The purpose of the suggestion was," said Mr. Watters, "that we should embody the best ideas of these Colleges, with the idea of giving our own students the very best standard of instruction."

Mr. Johnston believed that the committee should be sent. It would gather such information as would help in the solution of the renovating and improvement of the present curriculum, which was bound to come.

If the college term [illegible] changes would be necessary, said Mr. Watters, but it was a big problem, and needed careful investigation before taking any steps.

After others had recorded their views, the report on the motion of Mr. Watters, was adopted by the meeting.

With only a few minutes to noon the following resolutions were introduced and carried by the Council.

Moved by Mr. Wigle, seconded by Mr. Worden, that Messrs. McKenzie and James Watt be reappointed auditors for the ensuing term, and that the president cast a ballot confirming the appointment.

Moved by Mr. Pepper, seconded by Mr. McClellan, that John Callard and George Anderson be delegates to the Western Fair Board at London.

Moved by Mr. McClellan, seconded by Mr. Gibbard, that at all future meetings of the Council of the O. C.P., if there are any reports from the Faculty, that copies be furnished the members of the Council on assembling.

Moved by Mr. Adams, seconded by Mr. Robertson, that the Registrar be authorized to spend a sum not exceeding $50 for the purpose of providing proper ventilation of the chemical laboratory as suggested by the Educational Committee.

Moved by Mr. McClellan, seconded by Mr. Adams, that the telegram from the President acknowledging Council's felicitations on his recent marriage be received and engrossed in the minutes.

Moved by Mr. Wigle, seconded by Mr. Case, that this Council adjourn to meet next June at the call of the President.

ROSE SACHET TABLETS.

Starch...	5 ounces
Magnesium carbonate...	2½ ounces
Powdered orris root.....	½ ounce
Dextrin...	½ ounce
Artificial oil of rose...	15 drops
Oil of rosewood.....	20 drops
Oil of rose geranium.....	1 dram
Tincture of artificial musk...	40 minims
Tincture of benzoin...	½ ounce
Boric acid.....	15 grains
Water.	enough
Syrup.....	enough
Rose color.....	enough

Mix all well together, using enough water and syrup to form a mass, and cut with a lozenge cutter.

Self confidence is a quality that is very desirable and very necessary in making a business success, but don't get it mixed up with self satisfaction, which is a very different thing.

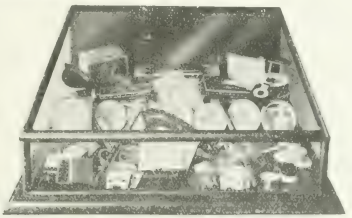
SELLING MORE GOODS

—BY HAVING MORE GOODS IN SIGHT—

That, that is a fact has been proven many times.

Small instruments and accessories are difficult to display, but we believe that the Counter Show Case illustrated below, most effectively solves the problem.

This case is included in our Show Case Outfit No. 2.



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3 only Violin Bow Eyelets	.15
¼ doz. Violin Bow Rosin	.12
½ doz. Violin Bow Rosin	.30
1 doz. Violin Bow Rosin	.60
½ doz. Violin Bow Rosin	.90
½ doz. Violin Bridges	.30
½ " " "	.60
½ " " "	.90
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1 " " " "	1.50
1 doz. Violin Pegs	.60
1 doz. Violin Pegs	1.20
3 only Violin Tailpieces	.45
2 " " "	.50
1 " " Nut	.40
1 doz. E Violin Strings	.60
1 " A " "	.60
1 " D " "	.60
1 " G " "	1.20
1 " G " "	2.40
1 " G " "	1.20
1 bdl Violin Gut Strings E	2.25
1-3 " " " " A	1.50
1-3 " " " " D	1.50
¼ " " " " E	3.75
1-3 " " " " A	2.50
1-3 " " " " D	2.50
1 bdl. Arabella Silk Violin Strings E	3.00

RETAIL VALUE.

Instruments, Strings, etc.	$68.82
Show Case	4.00
Grand Total	$72.82

Our price to dealers, $37.91.

The case is strongly constructed. Top, sides and front are of heavy glass. Bottom and back lined with green baize. Width 24 inches; depth 19 inches; height 12 inches.

MAIL YOUR ORDER TO-DAY ADDRESS DEPARTMENT "Y"

THE R. S WILLIAMS & SONS CO. LIMITED

WINNIPEG CALGARY MONTREAL TORONTO

Formulary

CAMPHOR AND MENTHOL OINTMENT

White petrolatum..... ....1 ounces.
Paraffin..... ....1 ounce.
Camphor..... ....½ drams.
Menthol..... ....1 dram

Melt the paraffin and petrolatum on a water-bath, add camphor and menthol. While liquid fill into 1-ounce jars.

PREPARATION OF MERCURIAL OINTMENT

Italo Ceppellin writes in the Bulletino Chronico-Farmaceutico that a mercurial ointment containing the mercury in a very finely divided state is obtained by proceeding as follows: Place 100 grams of metallic mercury in a mortar and rub up for a few minutes with 5 grams of ether and then add 10 grams of glycerin, triturating vigorously. In a short time a homogeneous, ash grey mass is obtained, which is then intimately mixed with 90 parts of petrolatum. The finished produce contains the metal in the finest possible state of division, and from it are readily prepared mercurial ointments of different strengths.

IMPROVED COMPOUND OINTMENT OF RESORCINOL.

William Dulin (Proceedings of the Pennsylvania Ph. A., 1910) states that he has found that the water in the hydrous wool fat dissolves the resorcinol and this in turn reacts on the oil of cade, causing a gradual discoloration in the ointment. He suggests as a remedy that the hydrous wool fat be replaced by the anhydrous wool fat. The formula is as follows:

Resorcinol in fine powder..... ... 6 parts
Bis- Sub-nit..... .... 6 parts
Zinc Oxide..... .... 6 parts
Oil Cade..... ....12 parts
Paraffin..... ....10 parts
Petrolatum..... ....25 parts
Anhydrous Wool Fat..... .....35 parts

Proceed as follows: Melt the wool fat petrolatum and paraffin in a jar, on a water bath until all are liquid. Place the resorcin, bismuth and zinc oxide on a slab, pour a portion of the liquid fats and rub smooth.

COMPOUND CARBOLIC ACID OINTMENT

Phenol..... .... ½ ounce
Mercuric nitrate ointment... ... ... 1 ounce
Sublimed sulphur..... ... . ½ ounce
Olive oil, by weight..... ..... ½ ounce
Yellow beeswax..... ..... ½ ounce

Melt the beeswax in the olive oil by heating on a water bath, add the sulphur, gradually, mix thoroughly, and when nearly cold add the phenol and stir until dissolved; then rub the mercuric nitrate ointment in a mortar until smooth, and incorporate with it the previously prepared mixture.

LIQUID PLASTERS.

Canada Turpentine..... ..... 2 ounces
Castor oil..... .... 1 ounce
Camphor..... .... ¾ ounce
Pyroxylin..... .... 1½ ounces
Alcohol .... 12 ounces
Ether..... .... 36 ounces
Medicating ingredient, necessary amount.

This is a convenient substitute for plasters, to be applied with a brush. More particularly adaptable wherever the plaster cannot be employed.

ANTISEPTIC PENCILS FOR STOPPING BLEEDING.

Pencils for stopping bleeding are made as follows:

Alum, purified..... ....1800 parts
Borax..... .... 240 parts
Zinc oxide..... .... 25 parts
Thymol..... .... 8 parts
Formaldehyde..... ..... 4 parts

Melt together on a water bath and form into pencils, which may be done as follows in the absence of a mold. Around a small glass tube is rolled a piece of oiled paper, the tube removed, the paper crimped at one end to close the tube, the tube stood on end or in a bottle, the melted mixture poured in and the paper removed when soldification has taken place.

EMULSION OF PARALDEHYDE.

Senega is a good emulsifying agent for paraldehyde. The following makes a good emulsion; it is thin, homogeneous, and shakes up easily:

Paraldehyd..... ....dr.i
Syrupi..... ....dr.iss
Tinct. aurant..... ....mx.
Infus. senegae..... ....dr.iii
Aquam..... .....ad oz.i

—The Prescriber.

MENTHOL LIP POMADE

The following is from the Deutsch-Amerikanische Apotheker Zuitung:

Lanolin..... .....75.0 grams
Paraffin..... ....35.0 grams
Spermaceti..... ....35.0 grams
Oil of lavender..... .... 1.0 gram
Resorcin..... .... 1.5 grams
Menthol..... .... 0.5 gram

REMEDIES FOR INSECT BITES

1.—Carbolic acid..... ....15 grains
Glycerine..... .... 2 drachms
Rose water..... .... 4 ounces
2.—Salicylic acid..... ....15 grains
Collodion..... .... 2½ drachms
Spirit of ammonia..... .... 5½ drachms
3.—Fluid extract rhus toxicodendron..... .... 1 drachm
Water..... .... 8 ounces
4.—Ipecac in powder... .... 1 drachm
Alcohol..... .... 1 ounce
Ether..... .... 1 ounce
5. Betanaphthol..... ....30 grains
Camphor..... ....30 grains
Lanolin, cold cream..... .... 1 ounce

Trade Notes

ALBERTA.

John Giles is opening a new drug store in Alix, Alta.

W. A. Miller has opened a drug store at Strathmore, Alta.

F. W. Ham has started a new drug store at Bisaker, Alta.

Carmichael & Saunders have opened a new drug store at Strome, Alta.

H. Heath has purchased the drug business of T. G. Carson, Edmonton, Alta.

H. G. Bigelow has purchased the drug and stationery business of S. J. Watson, Blairmore, Alta.

BRITISH COLUMBIA.

Fred F. Abbey has started a drug business at Kaslo, B.C.

Dr. J. A. Gordon intends opening a new drug business at Eburne, B. C.

J. W. Morrow, druggist at Vancouver, B. C., died October 9th, of tuberculosis.

It is reported that the Buckham Drug Co., Ltd Golden, B.C., suffered a loss by fire.

MANITOBA.

Suggett Bros., have started a drug business at Mirror, Man.

George McCullough has purchased the drug business of the late J. Halpin, Brandon, Man.

St. John & Common have taken over the drug business of F. A. St. John, Bradwardine, Man.

D. A. Monhart has purchased the drug business of Geo. A. Rogers, 803 Main St., Winnipeg, Man.

Dr. T. A. Douglas has bought the drug stock of the Brownlee drug store, at Brownlee, Man., and is moving it into new premises.

NOVA SCOTIA.

L. C. Gardner & Co., have purchased the drug business of R. E. Guest, Yarmouth, N.S.

ONTARIO.

W. H. Gilpin, druggist of Scotland, Ont., died last month.

L. R. Harvey has sold his drug business at Rodney, Ont.

Dr. W. S. Millyard, Victoria Road, Ontario, has sold his drug business.

A. J. Covne has opened a drug store at Timmins, South Porcupine, Ont.

J. A. Steward has purchased the drug business of R. Hunter, Listowel, Ont.

G. A. Quinn has purchased the Central Drug Store, 95 Bank St., Ottawa.

The Brechin Drug Co. and F. J. Fald, druggists at Brechin, Ont., suffered loss by fire recently.

George Grierson, druggist at Bethany, Ontario, suffered a loss by fire recently.

G. M. Brown has opened a new drug store at 145 Roncesvalles ave., Toronto.

T.B. Taylor & Sons, druggists of London, Ont., have dissolved partnership, Fred A. Taylor continuing the business.

Thos. Ralph, druggist and stationer at Dundas, Ontario, has enlarged his store on account of his increased business.

G. C. McFarlane, recently of Glencoe, Ont., has purchased the drug business of J. F. Taylor, Palmerston Ave., and College St., Toronto.

QUEBEC.

Sylvio Roch, of St. Gabriel de Brandon, Que., has sold his drug stock.

The Canadian Drug Store has registered as doing business at Montreal, Que.

The Allen Mfg. Co., have registered as manufacturers of perfumes at Montreal, Que.

Laliberte's Laboratory of National Remedies, Ltd., has been registered at Montreal, Que.

Audet & Cloutier, patent medicine manufacturers, have registered as doing business at Montreal, Que.

The assets of the estate of J. W. Guadette, druggist, St. Anne de Beaupre, Que., were sold on the 24th November.

SASKATCHEWAN.

Mr. Williams has opened a drug store at Margo, Sask.

W. H. Morrison has opened a new drug store at Kenora, Sask.

D. M. McDonald has opened a new drug store at Forget, Sask.

Dr. Hopkins has opened a drug store a Blaine Lake, Sask.

Dr. A. E. B. Donovan has opened a drug store at Morse, Sask.

McQuaig & Lang are opening a new drug store at Bengough, Sask.

J. F. Boyland & Co., druggists at Caron, Sask. suffered a loss by fire recently.

F. J. Williams, of Buchanan, Sask., has moved his drug stock to Margo, Sask.

Abbott & Wilson have opened a drug store on King St. north, Battleford, Sask.

H. A. McKay has purchased the Dewdney St. drug business of E. A. Jolly, Regina, Sask.

P. P. Teasdale has purchased the Masonic Temple drug business from E.A. Jolly, Regina, Sask.

Hemming & McGregor, druggists at Pelly, Sask., have dissolved partnership, Mr. Hemming continuing the business.

S. C. Wells & Co., of LeRoy, N. Y., have purchased the patent medicine business of T. A. Slocum Co., of Toronto, and it will be carried on under the management of Mr. Arthur C. Fowler.

BUSINESS OPENINGS.

Druggists looking for an opening to commence business may find one in the following list taken from the Winnipeg Commercial.

Druggist and Doctor, White Lake, Sask. (Apply W. L. Keil.)
Druggist and Doctor, Solonsay, Sask. (Apply J. F. Heimbecker.)
Druggist, Bruce, Alta. (Apply Board of Trade.)
Druggist and Doctor, Southey, Sask. (Apply to Board of Trade.)
Druggist and Doctor, Glendla, Man. (Apply A. W. Bancroft.)
Druggist and Doctor, Strongfield, Sask. (Apply W. S. Smith.)
Druggist, Acme, Alta. (Apply Board of Trade.)
Druggist, Creelman, Sask. (Apply Board of Trade.)
Druggist and Doctor, Eriksdale, Man. (Apply J. Sharpe.)
Druggist and Doctor, Jarrow, Alta. (Apply N. Lindholm.)
Druggist and Doctor, Wiseker, Alta. (Apply to Board of Trade.)
Druggist and Doctor, Duval, Sask. (Apply B.K. Johnson.)
Druggist and Doctor, Durban, Man. (Apply Sec. Village Council.)
Druggist and Doctor, Stornoway, Sask. (Apply Board of Trade.)
Druggist and Doctor, Leross, Sask. (Apply to Board of Trade.)
Druggist and Doctor, Wascana, Sask. (Apply H. P. Rowed.)
Druggist and Doctor, Hubbard, Sask. (Apply Board of Trade.)
Druggist and Doctor, Aylesbury, Sask. (Apply Village Secretary.)
Druggist and Doctor, Jansen, Sask. (Apply to Board of Trade.)
Druggist and Doctor, Grandora, Sask. (Apply K. Torgerson.)
Druggist and Doctor, Meota, Sask. (Apply to Board of Trade.)
Druggist and Doctor, Irma, Sask. (Apply Board of Trade.)
Druggist and Doctor, Mundare, Alta. (Apply Board of Trade.)

KENT-M'CLAIN AGAIN.

Mr. J. W. Morris's recent addition to his store at Strathcona, Alta., include the "Imperial" make of case made only by Kent-McClain, Limited, (Toronto Show Case Co.)

Bears hibernate in winter. Who wants to be a bear?

PERSONAL.

Mr. Alex. Stewart, the newly elected President of the O. C. P., was married November 22nd, to Miss Jackson, of Guelph. The marriage took place in Madison Ave., Toronto, and the officiating clergyman was the Rev. Dr. Aiken, formerly a pastor in Guelph. Our sincere felicitations are tendered to Mr. and Mrs. Stewart, and we wish them every happiness. We also congratulate Mr. Stewart on his election as President of the O. C. P., feeling that he is the "right man in the right place."

Mr. Harold S. Bigelow, O.C.P. class '08-'09, was recently married in Calgary to Miss Grace Edmiston, of that city. After a honeymoon spent in Vancouver and Victoria, they have taken up their residence in Blairmore, Alta., where Mr. Bigelow has purchased a drug business. We wish the young couple many years of happiness and prosperity.

HOWARD'S CHEMICALS.

Messrs. Howards & Sons, Limited, Stratford and Ilford, near London, England, have issued a price-list, under date of September, 1911, of their complete line of Pure Chemicals, for which this house is so noted.

For more than a century the name of Howards', as applied to chemical manufacturers, has meant a standard of excellence which has appealed strongly to chemists throughout the world.

Their chemicals have obtained the highest awards wherever exhibited, and while the quality is of the highest, the prices will be found to compare favorably with those of other manufacturers. The Canadian representatives are Lyman's Limited, Montreal, and the Lyman Brothers Co. Limited, Toronto.

CUT RATE OR PRICE PROTECTION?

We omitted in last month's issue to call your attention to the page advertisement of Messrs. Dixon, Wilson, Ltd., 66 Spadina Ave., Toronto, the largest dealers in rubber goods in Canada.

They are using a very unique and attractive plan to secure the co-operation of the druggists and (the man behind the gun) the drug clerk, to sell their line of Nobility rubber goods.

The plan seems feasible, and the cash prizes are certainly substantial, as these goods are sold on the price restricted plan. It will be interesting to watch the outcome. Is cut rate or price restricted the most popular?

Their advertisement appears on page 801 of this issue.

Increase
Your Sales
Decrease
Your Expenses



Superior Electric Water Heaters are guaranteed to heat water in 30 seconds. By installing these heaters you can serve hot drinks in less than one minute at any time. The heater will operate under any current, direct or alternating. Can be attached to any light socket and is by far the most efficient and sanitary heating device offered to-day. To increase the sale of these heaters, we are offering special inducements and will make special prices for 30 days. To each heater is attached a 6 foot cord, attachment plug and our guarantee for two years.

Write to-day for full particulars.

National Stamping and Electric Works

410-426 S. Clinton St., - Chicago, Ill., U. S. A.

Established 1840

NORDHEIMER'S

The Representative Music House of Canada



Head Quarters for Everything in

Musical Instruments

and

General Musical Merchandise

Mail Orders

have our prompt and careful attention.

Catalogues Sent Charges Prepaid

—THE—

Nordheimer Piano & Music Co., Ltd.

15 King St., East - Toronto



"AGFA" products are particularly adapted to meet every requirement and have the certainty of quality and purity.

"Agfa" Rodinal

is the most convenient form of any developer.

For Sale at All Photographic Dealers.

Canadian Agents

HUPFELD, LUEDECKING & CO

1 and 3 St. Helen Street Montreal

FOR THE HOLIDAY SEASON.

A splendid line in holiday goods in calendars, Christmas and New Year Cards, etc., is shewn this year by Raphael Tuck & Son, Co., Limited, Montreal. The display is one that must convince buyers of the wisdom of having a good stock of these for the holiday trade.

Their CALENDARS are emblazened with every description of fine design, accompanied by carefully selected letterpieces from a wide range of subjects. A special line is an exquisite production of a series of Colored Photogravure Leaflet Calendars, and beautiful Art Panels. The Dickens Calendar is a feature for 1912 in commemoration of the Dickens Centenary.

CHRISTMAS and NEW YEAR CARDS and POST CARDS, and AUTOGRAPH CHRISTMAS STATIONERY, occupy a well deserved vantage ground by virtue of last year's growth. They are showing upwards of a thousand entirely new designs, inexpensive and wonderfully varied, and appealing to every cultivated and popular taste.

THE PRIVATE GREETING CARD is becoming more and more popular; this year they form a splendid and large detachment, yielding neither in point of beauty nor originality to any of the cards heretofore published.

ART and TOY NOVELTIES: The remarkable educational value of even the most moderately priced of their Art and Toy Novelties, which are so well fitted to develop the taste of the young, has now become fully recognized. This highly interesting field, which has been made peculiarly their own, has had their best efforts directed to it this year, and the result is, we venture to say—signal success.

BOOKS and TOY BOOKS: The display in this line of past years has been outrivalled this year with the superb assemblage of Illustrated Books and Toy Books, of which we can only mention a few: "Father Tuck's (new) Annual," "The Children's Shakespeare," by E. Nesbitt with a foreword by Dr. F.J. Furnivall; new "Children's Stories from Dickens"; "Mother Goose Stories," etc., etc.

If all complaints were given decent hearings, there'd be fewer complaints.

There is always at least one commonsensical way out of a business difficulty. The shrewd man always knows this way when he sees it.

KENT-M'CLAIN AGAIN.

Mr. H.G. Foote's recent store improvements at Port Colborne, Ont., include "Century" show cases in rich quarter-cut oak as made only by Kent-McClain, Limited (Toronto Show Case Co.)

BOOKS.

BOARD QUESTIONS ANSWERED. Compiled by John Helfman, A.B., B.S. Phar., assistant editor of "The Bulletin of Pharmacy" with introduction by Harry B. Mason, Ph. G., editor of "Bulletin of Pharmacy." Publisher, E. G. Swift, Detroit, Mich.

This book is a compilation of examination papers used by different State Boards of Pharmacy in the United States, and the answers are given, so that students in pharmacy will find in the questions and answers material help towards preparing them for examination. There is no doubt that the book will, as it should, prove valuable to students both before and after graduation, and be a reference book of value to pharmacists. Price, $1.50.

MERCK'S ANNUAL REPORT FOR 1910.

This volume before us gives a brief yet comprehensive review of all new and important pharmaceutical preparations which have come under the notice of the compiler. It will prove of distinct value both to pharmacist and physician, either of whom may obtain copies on application to E. Merck, Darmstadt, Germany.

1911—1912.

Parke, Davis & Company, Walkerville, Ont., have issued a new complete catalogue of the products of their laboratories, being revised to August, 1911.

THE VALUE OF THE TRADE JOURNAL.

The General Merchants Review admonishes, "when you get your trade paper do not cast it aside, it is worthy of better treatment.

"Remember that no matter what line you are in you owe a great deal to the trade paper, and treat it accordingly. Keep your subscription paid up as it should be. Give it the same treatment you would expect from one of your customers, and remember that the trade paper has done a great deal more for you than you have done for it. It has stood by you when you have said unkind things about it and thrown it in the waste basket. It has stood by you when you let your subscription lapse.

"If readers but knew of the expense, work, time and effort that it costs to produce the smallest trade paper in existence, they would marvel. If they knew of the sacrifice and the trials that the publishers have in serving their interests they would look at the whole question at a different angle. If they realized what trade papers have done for them there would not be a single delinquent subscriber on the books of any trade paper in the country, and there would not be a single man in any line who did not subscribe for every paper printed that catered to the interests of the lines in which he is engaged."

The Biggest Drug Store in Winnipeg

"Ties to the Liquid"



Gordon Mitchell operates five Drug Stores in Winnipeg and four of them have "Liquid" fountains. This is one of them, a beautiful onyx and marble outfit.

PATRIOTISM is a splendid thing, but at the same time it is every merchant's duty to make every purchase dollar go as far as he can.

If the Liquid Carbonic Company, an American firm, can furnish better soda fountains for less money, paying your government the heavy import duty that is involved in shipping across the border, it is your duty to yourself to buy a "Liquid" fountain.

Mr. R. G. Gordon of the Gordon Mitchell Drug Co., Winnipeg, must have figured it out that way, for after investigating the claims of all the makers of fountains, both at home and in the United States, he bought four magnificent "Liquid" outfits. The success of his soda water business has demonstrated the wisdom of his choice. Read what he says:

Liberal Spring Dating Terms

In order to keep our great factory busy throughout the dull winter season we are making liberal spring dating terms on fountains ordered for immediate construction and shipment. This gives you the opportunity of carrying on a highly profitable business very largely on our capital.

Hot Soda Outfits & Ice Cream Equipment

Druggists in the United states are coining money all winter, by serving hot bouillons, cocoas, etc., from the compact, economical "Liquid" outfits supplied for the purpose.

Other druggists are finding that it pays to make their own ice cream. We are prepared to equip plants complete, including soda fountain, carbonator, hot soda equipment and ice cream machinery and tools on a basis where we will not only save you money, duty paid, but will give you a larger value than you can buy from any other source.

Let us prove this strong statement

THE GORDON MITCHELL DRUG CO. Ltd.
WINNIPEG, CANADA

August 17, 1911.

The Liquid Carbonic Co.,
319 Fifth Ave. St.,
Minneapolis, Minn.

Gentlemen: –

Since we opened up our Soda Fountains a little over a year ago, we have installed four fountains made by your firm. We believe that the success which we have already had in this business is largely due to the splendid equipment which you have given us.

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Soaps

PURE SOAPS FOR PHARMACEUTICAL PURPOSES.*

By Chas. H. Rogers.

The pharmacist who has used or handled much of the soap usually provided for pharmaceutical purposes is aware of the difficulty experienced in procuring a uniform or satisfactory article.

There is perhaps no article in his stock that varies more in its composition. Owing to the numerous makes on the market and the uncertainty of the soap sold for this purpose, the pharmacist rarely finds two brands that will, in preparing soap liniment, yield products having the same appearance.

Not being successful at all times, as stated, to obtain satisfactory brands, and the frequent disappointments I encountered, induced me to make my own soap for laboratory use.

After a little experimenting, I succeeded in producing a soap that proved entirely satisfactory. The following is my formula :

Caustic soda (U.S.P. 1900)..... ...	75 grms.
Muriate of soda.....	125 grms.
Olive oil.....	125 grms.
Distilled water.....	1500 grms.

Manipulation : Dissolve the caustic soda in 400 grammes distilled water (using a vessel of silver, iron or hard glass), and set solution aside until it has become perfectly cold. Now introduce the oil into a cylindrical vessel made of hard glass (a Barclay candy jar will answer the purpose) and pour the solution of caustic soda gradually into it, and at the same time stir gently with an iron or glass stirring rod ; continue stirring slowly and without intermission until the lye and oil are thoroughly combined, which will require about ten minutes, then construct a cover of several thicknesses of paper and fasten it securely over top of jar to prevent atmospheric action, and to facilitate reaction between the alkali and the oil. Set it aside in a warm location until saponification is complete (which will require about eighty hours).

Now transfer it to a silver or bright-iron kettle of the capacity of about 3800 Cc. and add 1600 grammes of distilled water, heat until the magma is dissolved or becomes transparent and rather tenacious, then remove from the fire.

Next introduce 500 grammes of distilled water into a suitable vessel and place over the fire, quickly raise the temperature and at moment of ebulition extinguish the fire. Dissolve the muriate of soda in the hot water at once, and immediately incorporate the hot saline solution with the hot soap solution, stirring until the glycerin is liberated and the excess of water has separated from the curd, which should require but a few seconds. If soap-formation is not manifest almost immediately after the solution of muriate of soda has been added (which may be known by the milk-like appearance of the mixture), place the vessel over a fire and heat moderately until the formation does begin to take place; then set aside for about twenty hours to permit all of the soap to rise to the surface and concrete into a solid mass.

Now make a small incision through the soap near the edge and draw off the liquid deposited in the bottom of the vessel. The soap can now be easily removed by gently tapping on the side and bottom of the container.

Cut the soap (which now contains from 35 to 70 per cent. of water—depending on shape and size of vessel in which it has been made) into desired size, wash off with clear water and allow it to dry spontaneously until it has lost all but a trace of water.

Remarks : Only the best California or French oil should be used ; the caustic soda should contain from 90 to 92 per cent. of pure anhydrous sodium hydroxide. The muriate of soda should be pure and perfectly dry, and the water should be either recently distilled, or rainwater recently collected and free from foreign matter. It is highly important that the lye should be allowed to become perfectly cold before proceeding further, and it should be poured into the oil, and not the oil into the lye.

In consequence of the chemical action of caustic soda on "soft" glass, earthenware or porcelainware, utensils of such composition should be avoided in soap-making.

All vessels, measures, stirring rods, etc., should be clean and free from oxidation. If permitted to dry in the open air at ordinary temperature, the soap will be found to contain about twenty per cent. of water after thirty days ; and at the expiration of three months it ceases to lose any perceptible weight and retains only sufficient moisture to hold it in form.

The soap is white in appearance, and possesses a faint peculiar fat-like odor free from rancidity; has a disagreeable, slightly alkaline taste ; is mildly alkaline in reaction without exhibiting any saline efflorescence. It is very hard and brittle, and it may be readily reduced to a powder in which form it is so soluble that "boiling" water and the "water bath" directed in the Pharmacopoeia will be found unnecessary. It may be used while still containing a considerable amount of moisture for making liniment, providing allowance be made for the moisture present, which can

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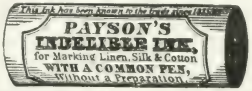
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be readily calculated. The formula here presented produces a soap that not only is all that could be desired for the manufacture of soap liniment, but it furnishes an excellent article for all other pharmaceutical purposes where soap is indicated.

By abbreviating the formula and observing only that portion preceding "Now transfer it to a silver or bright-iron kettle," etc., a soap containing a large proportion of moisture and well suited for cleansing purposes will result.

LIQUID SOAP.

Castile soap (not powd.).....1 av. oz.
Alcohol.....2 fl. oz.
Ether.....1½ fl. oz.
Water, q.s. to make.....1 quart.

Cut the soap in small pieces and dissolve in 1½ pints of water with the aid of heat. When cold add the alcohol, and allow to stand for 24 hours; then filter and add to the filterate the ether and sufficient water to make 1 quart.

A WHITE SOFT SOAP.

A white soft soap for dermatological use is made as follows, says the Chemist and Druggist:

Alcohol (94 per cent.).....100 c. c.
Caustic potash, pure.....7 grams.

Dissolve the caustic potash in the alcohol and add, little by little,

Cocoanut oil.....43 grams

Distill off the alcohol and add

Distilled water.....50 grams

The yield is 100 grams of a translucent white soft soap, which melts at 25 degrees C.

POLISHING SOAP.

1.—Powdered pipeclay.....20 parts
Tallow soap.....13 parts
Tartaric acid.....1 part

Grind until pastv, afterwards press into blocks.

2. Levigated flint.....12 parts
Whiting.....10 parts
Tallow.....4 parts
Caustic soda.....1 part
Water.....3 parts

Dissolve the soda in water, and add to the tallow; when saponified, stir in the other ingredients and press into blocks.

SOAP FOR ARTICLES OF CELLULOID, POLISHED HORN, ETC.

Boil together 20 parts of cocoanut oil and 10 parts of soda lye, of 40 degrees B., until the oil is thoroughly saponified. Remove from the fire, let cool down somewhat and add 15 parts of finely powdered and levigated rotten stone and stir in thoroughly. If it is desired to perfume the soap add sufficient oil of lavender, or better, of a mixture of 6 parts of oil of lavender, 6 parts of oil of thyme and 4 parts of oil of rosemary. For the finer class of goods jewelers' rouge should be substituted for rotten stone, unless the latter be ground exceedingly fine.

SURGEON'S PUMICE SOAP.

Mr. J.K. Thum, in the "American Journal of Pharmacy," gives the following formula for a pumice or a grit soap for removing dirt and foreign matters from the hands of operating surgeons:

Cottonseed oil.....500 c.c.
Stearic acid.....500 grams
Sodium hydroxide.....150 grams
Alcohol.....150 c.c.
Sodium chlorate, (20 per cent. solution).....a sufficiency
Distilled water.....a sufficiency
Powdered pumice.....300 grams

Heat the cottonseed oil and stearic acid until the acid is completely dissolved. Then add the sodium hydroxide, dissolved in a litre of distilled water and heat for fifteen minutes with constant stirring. Next add alcohol and stir until saponification is effected, which will be apparent in a few minutes by the homogeneous appearance of the mixture. Then add one litre of 20-per-cent. solution of sodium chloride and stir vigorously. Allow to stand until the soap is hardened; the alkaline liquid which remains at the bottom of the container is then drained out by punching a hole in the soapy mass on one side. The soap is then washed two or three times with distilled water, melted, and while still on the fire the powdered pumice is added and the whole thoroughly incorporated. The hot soap is then poured into suitable moulds, and allowed to remain for 24 hours to set.

LIQUID AROMATIC SHAMPOO SOAP.

In a paper read before the Pennsylvania Pharmaceutical Associatian, (June, 1911) P. Henry Utech describes the preparation of a soap which he has found to be a profitable specialty. He says:

The preparation which we have been most successful in exploiting is one which we have named Liquid Aromatic Shampoo Soap. The formula is one suggested by Wilbert some years ago, with but slight modification. Numerous experiments were carried out with the ordinary fixed oils, such as linseed, sesame, malaga olive oil and mixtures of these with cottonseed oil, but all were found to be objectionable for some reason or other.

The formula we now use is as follows:

Sodium hydroxide.....80 gm.
Potassium hydroxide.....80 gm.
Cottonseed oil.....1000 Cc.
Alcohol.....500 cc.
Water.....2500 cc.

Dissolve the hydroxides in 500 cc. of water. After solution has been effected, add the alcohol, and, finally, the cottonseed oil, in several portions, and shake thoroughly. Allow to stand for several hours, shaking the mixture occasionally,

until thoroughly saponified. Finally add water sufficient to make 2500 cc.

To the soap liquid thus prepared add :

Potassium carbonate..... ....30 gm.

Terpineol..... ....12 cc.

"Evergreen A" sufficient to produce a grass-green color.

This soap can be made at a cost of about 75 cents a gallon. Dispense it in four-ounce bottles at 25 cents. The trade packages of similar products seldom contain more, and retail at 50 cents —a good talking point. By putting a little personal push back of this product it can be made into a very profitable specialty.

PRESERVING RUBBER TUBING, ETC.

A mixture of ammonia, 1, and water, 2, has been recommended for this purpose. The articles are immersed in the liquid for a length of time varying from a few minutes to half an hour or an hour until they resume their former elasticity, smoothness and softness. Another method, based on the destruction of the substance by the slow formation of sulphuric acid by the action of moist air on the contained sulphur, consists in frequently washing the articles with slightly alkaline water, which prevents the action of the acid. Tubing washed five or six times a year in this way remains elastic for a long time. It has also been advised that the articles should be immersed in a bath of melted paraffin for a few seconds or several minutes, according to the size of the articles, and then dried in a room heated to about 100 degrees C. A writer in "Berichte" says that the hardening is caused by gradual evaporation of the solvent liquids contained in the rubber, and he finds that by keeping in an atmosphere saturated with the vapors of the solvents answers the purpose well. Keeping the goods in air-tight vessels simply is sufficient to preserve them for a long time. Exposure to light and air should be avoided as far as possible. In our own experience we have had very good results by storing the rubber in well-closed tin boxes, containing some quicklime and ammonium carbonate, a method which insures a dry and alkaline atmosphere.—Pharmaceutical Journal.

KENT-M'CLAIN AGAIN.

Mr. J. R. Y. Broughton, of Newmarket, has recently made some marked improvements in the interior fixtures of his store. In silent salesmen he has adopted the all glass construction Eclipse type, made only by Kent-McClain, Limited, (Toronto Show Case Co.)

Laboratory and Shop

CEMENT FOR BROKEN PESTLES

A thick paste of glycerin and litharge makes the best cement for uniting the pestle head and handle. For this purpose work up the glycerin and litharge into a paste that will just flow into the screw without forcing. Apply this to the handle and pour some into the cavity, then screw home and put away for a day or two. The paste should not be made until you are ready to use it, and then only sufficient for the time being, as it sets rapidly and makes an insoluble mass. To insure union at all points, it is well to wipe the screw portion of each part with a little glycerin before applying the paste.

CEMENT FOR GLASS.

Finely powdered litharge, 3 ozs.; fine dry white sand, 3 ozs.; Plaster of Paris, 3 ozs.; powdered resin, 1 oz.

Mix thoroughly and make into a paste with linseed oil, to which a drier has been added. Beat well, and let it stand for hours before using. It is impossible to use it if left standing over ten or twelve hours. Glass united with this cement will never break at the joint. It is also good for mending porcelain dishes, making aquariums, etc.—The Camera.

LUBRICANT FOR GLASS STOPPERS

The following composition, in two grades, is suggested, the alternative figures being for hard and soft respectively :—Brown guttapercha tissue 16.0 grams—25.0 grams ; soft paraffin, 12.0 grams—20.0 grams ; hard paraffin, 1.0 grams — 1.0 to 1.5 grams. The hard paraffin and soft paraffin are melted together in a porcelain dish and the guttapercha, cut into small pieces, is added with constant stirring, the mixture not being allowed to boil. When the whole is homogeneous it is set aside to cool, when it is ready for use. The hard mass is especially useful for all cut glass surfaces, which are for shutting down air-tight ; the soft variety is for burette stopcocks, etc. The composition is applied in small quantity to the surfaces, which have carefully been cleaned and dried. The parts are rubbed together until a perfectly transparent appearance results. Tidsskrift for Kemi, Farmaci og Terapi, through Pharm. Jour.

ASEPTIC CEMENT

The following recipes are from the "Revue de Chimie Industrielle" : (Chemist and Druggist.)

1.—Dry casein..... .....100 parts
Borax..... .... 2 parts
Solution of ammonia... ... ...a sufficiency
Water..... ....600 to 800 parts.

Mix the casein, borax and water and add sufficient ammonia to give an alkaline reaction. Heat the mixture at the boiling-point for half an hour with constant stirring, keeping it alkaline by the addition of ammonia.

When mixed with an equal part of liquid starch a splendid adhesive is obtained. The liquid starch is prepared by the action of dilute alkalies on starch.

2.—Casein in powder..... ....200 grams
Cold water... .... 1 litre
Solution of ammonia..... ... 40 grams

Mix the casein with water and add the ammonia.

The casein is simply suspended and is preserved by the addition of carbolic acid or mercury perchloride. After applying to the broken parts a hot iron is passed over the cement or the article is heated in a stove. Milk of lime (200 grams) can be used instead of ammonia in preparing the cement, but heat is not then of use in promoting setting.

ARTIFICIAL KISSINGEN SALT.

Potassium chloride..... ..... 17 parts
Sodium chloride..... .....357 parts
Magnesium sulphate, anhydrous 59 parts
Sodium bicarbonate..... ...107 parts

Dry the salts thoroughly, rub to a fine powder and mix intimately. Twenty-four grains of this mixture to 6 ounces of water produces artificial Kissingen Water. To make an effervescent preparation, take of the above mixture 280 parts; sodium bicarbonate, 476 parts; citric acid, 400 parts, and powdered sugar 25 parts, and granulate.

SAVING OVER-EXPOSED PLATES.

A plate very considerably over-exposed and only capable of yielding a useless negative may often be saved by immersion in the dark room, and previous to development, in one-per-cent. solution of potassium ferricyanide or potassium bichromate. The result on development is a workable negative of a soft character. The action of chromium compounds on exposed but undeveloped plates is the foundation of various processes for saving fogged plates or removing the image on an exposed plate so that the plate can be used again. One hears very little of these processes now, and I doubt its efficacy in restoring a plate so that it can be used again. Chromium, generally in the form of potassium bichromate, has also been used in making P.O.P. emulsions for increasing the contrasts of prints from flat negatives. The idea has never produced a commercial success, as the gradations were usually so very steep that the prints were of little use. "Rembrandt" P.O.P. was by far the best of this class of printing-paper, but one seldom hears of it now. —Chemist and Druggist.

Optical

RESPONSIBILITY FOR AMBYLOPIA.

In an article published in several English papers simultaneously, dealing with the medical aspect of optometry, Dr. Robert Watson says, "Many a young adult has been shocked to learn from the doctor (consulted about matters which seemed to have no connection with the eyes) that for want of the aid of spectacles in years of development, the sight of an eye has been lost" — and a squint developed. The Optician exclaims at the brazenness of this charge, and asks, whose is the fault, in nine cases out of ten, when the grave misfortune of a preventable squint and preventable loss of vision of one eye has been incurred? The fault is that of the family doctor—absolutely. There are few who have not been prescribed for by the doctor, for the illness of infancy and early childhood. And if it be admitted the opticians ought to warn their customers of threatened danger in the case of obvious symptoms of ocular disease, it is far more imperative on physicians to call the attention of parents to the need of early optical correction when a squint, due to refractive error, first makes its appearance. But the fact is that the popular ignorance about causes of squint is very largely shared by medical practitioners themselves. And as opticians, not being consulted about children's ailments, have few opportunities of urging the use of glasses at the time of life when they may be needed to preserve binocular vision, it is unreasonable, to say the least, to drag the scandal of the preventable squints into an indictment of the optical industry.

EFFECTS OF ULTRA-VIOLET RAYS.

The Optician calls attention to the fact that an inflammation, known as electric ophthalmia, is produced by even brief exposure of an unprotected eye to ultra-violet rays of very short wave-lengths. Fortunately these rays are absorbed by glass, so that the eye can easily be protected against them. The question has recently been asked whether the ultra-violet waves of greater wave-length, which are not absorbed by ordinary glass, and which are much more abundant in the radiations emitted by electric lamps and incandescent gas mantles than in the light furnished by old-fashioned gas burners and kerosene lamps, may not also injure the eyes.

Dr. Schanz, of Dresden, attributes opacity of the crystalline lens and senile cataract to the agency of these rays. As sunlight and diffuse

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day light, to which the human eye has completely adapted itself, and which may, therefore, be regarded as the normal illumination, likewise contain the longer ultra-violet waves, the important question is whether the eye receives such waves more abundantly from the modern powerful artificial source of light, arranged in the usual way, than from daylight of equal illuminating power.

Dr. Voege, of Hamburg, has proved by numerous comparative tests that ultra-violet rays are far more abundant in daylight than in light of equal intensity furnished by incandescent electric and gas lamps, and most electric arc lamps. An eye looking at an arc lamp receives fewer ultra-violet waves than it would receive from the rays of the sun reflected to it by a bit of polished metal at the same distance. Hence the modern powerful lamps are not injurious to the eye if certain precautions which are required for the visible as well as for the ultra-violet rays, are observed.

A powerful source of light should not be placed too near the eye, and an unnecessary intensity of illumination of the desk or work table should be avoided. The lamps should be so arranged and shaded that the dazzling incandescent source of light is not directly visible. The best method of illumination is the indirect system in which the rays strike a white ceiling and are thence irregularly reflected to the table, producing an illumination very similar to that of diffused daylight. Unshaded incandescent gas lamps should be inclosed in opal or ground glass globes. For work with arc lamps and other lights of great photographic intensity spectacles made of glass which possess an especially great power of absorbing ultra-violet rays should be employed.

BARBERS' ANTISEPTIC.

Boric acid	4 drams
Tincture of quillaia	4 drams
Bay rum	2 ounces
Glycerin	1 ounce
Water to make	20 ounces

Dissolve the boric acid in the water without heat, then add the tincture, bay rum and glycerin and tint with burnt sugar. For use this is diluted with an equal quantity of water and used as a spray for the hair.

KENT-M'CLAIN AGAIN.

A beautiful example of a drug store in mission design is to be seen at 145 Roncesvalles Avenue, Toronto, Mr. G. M. Brown's new store. This has just been installed by Kent-McClain, Limited, (Toronto Show Case Co.)

Photography

FIXING BEFORE DEVELOPMENT.

More information on this subject is contained in a paper recently published in the "Photo Gazette." The plates should be over-exposed, although the amount of over-exposure necessary still seems to be undetermined. The plates are fixed for about two minutes in a 20-per-cent. solution of sodium hyposulphite, washed for an hour, and dried. The developer is Lumiere's stock silver solution combined with either rodinal or metol, such as the following:

STOCK SILVER SOLUTION.

Distilled water	10 oz.
Silver nitrate	176 grains.
Ammonium sulphocyanide	2½ oz.
Anhydrous sodium sulphite	1¼ oz.
Sodium hyposulphite	200 grains.
Potassium bromide	22 grains.

The silver salt is dissolved in part of the water, the other ingredients in the remainder of the water, and the two solutions mixed.

SILVER AND RODINAL DEVELOPER

Stock silver solution	1 dram.
Distilled water	1 oz.
Rodinal	20 minims.

PRACTICAL INTENSIFICATION.

By "Hydrar" in "Photography and Focus."

However careful one may be, some of the negatives obtained are likely to be too thin to give good prints. In fact, the more careful, the greater are the chances of getting a few such plates, since it is the careless worker who over-develops. Over-development is a much worse fault than under-development, because in spite of certain excellent reducers, it is very difficult to undo some of the action of the developer without the tones of the picture suffering, whereas it is comparatively simple to remedy insufficient development if the negative in other respects is a good one.

For some years now I have abandoned the mercury-ammonia intensifier for one of mercury iodide, made up on lines laid down by Mr. H. W. Bennett in "Focus." The mercury-ammonia intensifier is difficult to control—one cannot very well see how far the action has proceeded—and it is, moreover, curiously liable to leave the intensified negative full of pinholes. Neither of these drawbacks accompany the mercury iodide solution.

It is unfortunate that this intensifier does not keep well in solution, but against this may be put the fact that it is very quickly prepared,

with very little weighing—indeed, with none at all if the "tabloid" form is used. The only chemical required other than what every photographer is certain to have by him is the mercury iodide itself. This is a bright red very heavy powder. It is poisonous, and so can only be purchased under similar restrictions to those in the case of mercury bichloride. The powder is quite insoluble in water, but dissolves readily in a solution of sodium sulphite, forming a yellowish liquid of a cloudy appearance, which is the intensifier.

When a negative is to be intensified a little of the intensifier is prepared by taking eighty grains of sodium sulphite, crushing it to facilitate solution, and then dissolving it in a couple of ounces of warm water. The solution may be cooled by pouring it out into a dish and then back into the measure. Two ounces of cold water are then added and four grains of mercuric iodide. This will have dissolved in a minute or two if the solution is stirred, and the intensifier is ready for use.

The negative to be intensified, if it has been dried, should be allowed to soak in cold water for an hour or two to soften the film. It is drained, placed in a clean dish, and the intensifier is poured on. A white porcelain dish is best, because it allows the progress of intensification to be watched, and one of the great merits of this method is that this watching is possible, and that at any stage when the increase in density seems to be sufficient the negative may be taken out.

For the first minute or two very little change will be noticed, but soon the color of the image seems to be altering to a more brownish hue and its density increasing. It will go on increasing for ten minutes or a quarter of an hour, but it is not likely that a negative will need to be pushed as far as this.

The desired degree of intensification being reached, the negative is taken out and washed. It may be placed under the tap for ten minutes. A better plan is to give it five minutes under the tap, then a minute or two in each of three baths of dilute hyhrochloric acid (acid one part, water fifty parts), and then to wash it for another five minutes under the tap.

The final treatment is to leave it for five or ten minutes in an ordinary developing solution, the particular agent employed being unimportant. The developer used in the ordinary course for negative work, whatever it may be, will do very well. In this solution any yellowness formed by the intensifier will disappear, and the intensification is made permanent. Nothing remains but to leave the negative for a little while under the tap in order to get rid of the developer, and to put it up to drain and dry. It is well to give it a rub over with a tuft of cotton wool while it is in the last washing water, as there is sometimes a little deposit left on the film. It does no harm, but does not look very neat.

There are certain points which must have attention if this intensification process is to go through successfully every time.

First, the greatest care must always be taken to protect from fog a negative likely to want intensification, and as we cannot tell until they are finished which negatives are likely to need it and which are not, it follows that all must be protected.

Then again, the fixing must be complete; there must be no doubt on this head, and the plate should not be taken out into daylight until it is fixed. If it seems at that stage to require intensification, it is a good plan to put it for ten minutes, after it has apparently been fixed, in a fresh hypo bath. It is then well washed in the usual way, and may be intensified before it is dried, a course which, provided the washing is complete, is to be preferred.

If this is to be done I generally leave the negative for two or three minutes in a dish of water just colored a decided pink by the addition of a crystal of permanganate. When the crystal has given the water the desired color the solution may be poured off it, and the crystal, which takes a long time to dissolve completely, thrown away. If the negative in no way modifies the pink color of the liquid, the hypo has all been washed out, and after two or three rinsings the intensification is put in hand. If it discharges the pink color, or, rather, changes it to a faint brownish yellow, the washing is continued for a while, and then a second test with the permanganate is applied.

It is possible to intensify a negative that is slightly fogged if the fog is not too bad. It is possible, also, to intensify one that has been fixed in daylight. Moreover, the washing in weak acid may be omitted, and even the final bath in a developing solution. It is well to point these things out lest someone should write to the editor to say that they are not necessary. They are not absolutely necessary, it is true, but they are none the less, steps which it is certainly wise to take if the action is to be uniform and reliable and the results are to be permanent.

If these various precautions, which certainly are very little trouble to carry out, are omitted, the intensification may be quite successful for the time, although, on the other hand, it may be irregular and patchy. But especially if the developer is omitted, the negative is bound to alter in the course of time.



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Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

THE NEW IMPROVED HYGEIA NURSING BOTTLE.

The old-fashioned nursing bottle with narrow neck, and often possessing an attachment consisting of glass and rubber tube, which was hard to keep clean and sweet, is becoming more unpopular every day, and will undoubtedly soon disappear. The demand nowadays is for simple, hygienic pieces of apparatus which can be taken apart and cleaned with the minimum expenditure of time and labor. The New Improved Hygeia Nursing bottle, made by the Hygeia Nursing Bottle Co., of Buffalo, N.Y., is a device of this kind. Instead of a neck it has a rubber breast; the bottle is replaced by a graduated glass cell; no brush is required to clean any of the parts.

Parts of all these nursing devices are sold separately, and there is no excuse for a druggist not having on hand separate parts and failing to meet the demands for the same. The New, Improved Hygeia Nursing Bottle is made in two sizes, namely: 8 and 12 ounce. Both food-cells are of the same diameter, therefore, the breast-nipple fits either size cell.

PREPARATION OF INFUSION OF DIGITALIS.

Herzfeld (Journ. Pharm. Chim.) proposes the following method:

Pour upon the leaves, previously deprived of the petioles and finely powdered, the requisite quantity of boiling water. Let them infuse for an hour in a water bath at 50 degrees C., cool and add about one-tenth of the volume of alcohol (32 degrees). After twelve hours filter, express and make up the volume with water. An infusion thus made is said to contain all the digitalin and digitoxin.

Speaking of cost, as we sometimes insist on doing, do you figure 'em out in real arithmetic or just guess at 'em?

Profits are the [illegible] things, anyhow! If it wasn't for them, look at the volume of business that could be done.

Undoubtedly—in cerebral cases— a mustard plaster applied to the spine is sometimes considered quite a drawback.

An old toper, afflicted with the dropsy, was advised to let himself be tapped. His little son objected, saying: "Daddy, don't let them, for you know there was never anything tapped in this house that lasted more than a week."

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc., 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

FOR SALE.

Drug business in one of Alberta's best towns. English speaking people. One other drug store. Stock, $2,250. Would sell on monthly payments.

Address Box 100, Canadian Druggist

DRUG BUSINESS FOR SALE.

Excellent opportunity to gain money-making business. Established thirty years at Morrisburg. Immediate sale necessary to wind up estate. For particulars write to

ARTHUR FLYNN,
Barrister, etc.,
Morrisburg, Ont.

REPRESENTATIVE WANTED.

A prominent British firm of Metal and General Merchants and Agents are about to open a branch office in Montreal or Toronto, and invite applications from those qualified to take charge. A young man with good connections is desired. One of the principals intend to visit Canada shortly to interview applicants. Meantime please write in confidence, stating age, salary required, and full particulars of experience to "L. M. T.," care Davies & Co., Advertising Agents, Finch Lane, London, England.

The Martin, Bole & Wynne Co.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualification, etc.

We know of several good drug businesses for sale. Cash required to handle runs from $1000 to $5000, also know of a number of good openings for Doctors to handle drug store and practice combined.

—WRITE US—

—Twenty-third year of Publication—

THE

Canadian Druggist

MONTHLY

WILLIAM J DYAS, PUBLISHER

Subscription, one dollar per annum in advance

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THE CANADIAN DRUGGIST,

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Telephone, Main 3203. Cable Address: SAYD, Toronto

Representatives:

CHICAGO, ILL.—E. J. Macintyre, 4057 Perry St.

ENGLAND—C. Rivington Shill, 56 Ludgate Hill, London, E. C., Telephone 3107, City.

FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

GERMANY, AUSTRIA AND SWITZERLAND—Rudolfe Mosse, 46-49 Jerusalemer Street, Berlin, Germany.

DRUG REPORT.

Toronto, Nov. 24, 1911.

Business during the past month has been very good. There has been no radical changes in prices, but the tendency on most items is for higher prices, those that we call attention to are Codeia, Morphia, Santonine, Sugar of Milk, Menthol, Tonquin Beans.

Powdered Hellebore is likely to be very much higher next season, and all narcotic herbs and many roots will also see higher figures on account of the drouth of last summer.

A—Advanced. D—Declined.

A.—Acid Benzoic from Gum.....oz.	.50
A.—Acid Pyrogallic Scherings.....oz.	.32
A.—Alum Chrome.....lb.	.20
D.—Ammonia Carb. powder.....lb.	.16
A.—Apomorphia Mur. ½ oz.....ea.	1.75
A.—Balsam Tolu.....oz.	.80
A.—Beans, Vanilla, Bourbon.....oz.	.45
A.—Beans, Tonquin.....oz.	.60
A.—Benzosal.....oz.	1.30
A.—Berries, Prickly Ash.....lb.	1.00
A.—Cantharides, Chinese, whole.....lb.	.65
A.—Cantharides, Chinese, powdered...lb.	.70
A.—Codeia Crystals.....oz.	7.35
A.—Codeia, Hydrochlor, ½ oz.....ea.	.85
A.—Codeia Phos., ½ oz.....ea.	.90
A.—Codeia, Sulphate, ½ oz.....ea.	.85
A.—Diacetylmorphine.....oz.	5.75
A.—Digitalin, German, pure, ½-oz. bottles.....ea.	1.50
A.—Eserine Sulphate, 5 gr. tubes.....ea.	.75
A.—Eserine, C.P., 2 gr. tubes.....ea.	.70
A.—Eserine, C.P., 3 gr. tubes.....ea.	.90
D.—Ergotin, Bonjean.....oz.	.95
A.—Galls.....lb.	.30
D.—Gum Asafoetida.....lb.	1.25
A.—Hops.....lb.	.60
A.—Hydrastinine, Hydrochlor, 5 gr. tubes.....ea.	.60
A.—Iodipin, 100 grammes.....ea.	1.25
D.—Lycopodium.....lb.	.75
A.—Menthol.....oz.	.75
D.—Ortol.....oz.	.70
A.—Oil Lavander, English.....oz.	1.25
A.—Poppy Heads.....doz.	.20
A.—Rad Burdock.....lb.	.15
A.—Rad Burdock, cut.....lb.	.17
A.—Saponin, ½oz. bottles.....ea.	.20
A.—Santonine.....oz.	1.75
D.—Strontia Salicyl.....oz.	.15
D.—Somatose.....oz.	.50
A.—Thorium Nitrate, ½-oz.....ea.	.20
A.—Wax Bayberry.....lb.	.45
A.—Zinc, granulated.....lb.	.20

NEW GOODS.

Pyramidon Salicylate.....oz.	$1.50
Adalin Powder, Baver's.....oz.	2.00
Adalin Tablets, 5 gr., Bayer's (bot. of 25).....ea.	1.00

A MILLION DOLLAR SOAP FACTORY.

A million-dollar soap factory, owned and operated by Lever Bros., is a big industrial enterprise that is said to be assured for the immediate vicinity of Vancouver. Through a deal involving nearly $100,000 for twelve acres of land with valuable water frontage on Burrard Inlet, the first steps were taken by agents of Lever Bros. towards establishing a big factory for the manufacture of all kinds of soaps and its by-products for the western trade in general and the Oriental trade in particular.

ARTICLES TO BE OMITTED FROM AND TO BE ADDED TO THE U.S.P. IX.

The Committee of Revision of the United States Pharmacopoeia has just issued a report containing a list of articles which will be omitted and of others which will be added to the ninth revision of the book of standards. They are as follows:

ARTICLES TO BE OMITTED

Acetum Opii
Acidum Camphoricum
Acidum Sulphurosum
Alumini Sulphas
Argenti Nitras Mitigatus
Bismuthi Citras
Bismuthi et Ammonii Citras
Calamus
Cassia Fistula
Cataplasma Kaolini
Ceratum Camphorae
Ceratum Plumbi Subacetatis
Cerii Oxalas
Chimaphila
Chirata
Cinnaldehydum
Colchici Cormus
Collodium Stypticum
Confectio Sennae
Conium
Cusso
Cypripedium
Emplastrum Hydrargyri
Emplastrum Opii
Emplastrum Saponis
Emulsum Chloroformi
Emulsum Olei Morrhuae cum Hypophosphitibus
Extractum Colchici Cormi
Extractum Digitalis
Extractum Haematoxyli
Extractum Krameriae
Extractum Leptandrae
Extractum Malti
Extractum Scopolae
Extractum Sumbul
Ferri Citras
Ferri et Ammonii Sulphas
Ferri et Ammonii Tartras
Ferri et Potassii Tartras
Ferri et Strychninae Citras
Ferri Hydroxidum
Ferri Hypophosphis
Ficus
Fluidextractum Calami
Fluidextractum Calumbae
Fluidextractum Chimaphilae
Fluidextractum Chiratae
Fluidextractum Conii
Fluidextractum Cubebae
Fluidextractum Cypripedii
Fluidextractum Digitalis
Fluidextractum Euonymi
Fluidextractum Eupatorii
Fluidextractum Geranii
Fluidextractum Lappae
Fluidextractum Leptandrae
Fluidextractum Lupulini
Fluidextractum Matico
Fluidextractum Meserei
Fluidextractum Pareirae
Fluidextractum Phytolaccae
Fluidextractum Quassiae
Fluidextractum Quercus
Fluidextractum Quillajae
Fluidextractum Rosae
Fluidextractum Rubi
Fluidextractum Sabinae
Fluidextractum Sanguinariae
Fluidextractum Scopolae
Fluidextractum Scutellaria
Fluidextractum Stillingiae
Iodolum
Lappa
Lithii Benzoas
Lithii Salicylas
Mangani Sulphas
Mastiche
Matico
Mistura Ferri Composita
Mistura Rhei et Sodae
Mucilago Ulmi
Naphthalenum
Oleatum Quininae
Oleoresina Lupulini
Oleum Adipis
Oleum Aethereum
Oleum Chenopodii
Oleum Copaibae
Oleum Erigerontis
Oleum Sabinae
Pilulae Aloes et Myrrhae
Pilulae Aloes et Mastiches
Pilulae Laxativae Compositae
Pilulae Opii
Pilulae Podophylli, Belladonnae et Capsici
Piperina
Plumb Iodidum
Plumbi Nitras
Potassii Sulphas
Prunum
Pulvis Morphinae Compositus
Quercus
Quillaja
Rubus
Sabina
Santonica
Scammonium
Scoparius
Scutellaria
Sodii Bisulphis
Sodii Nitras
Sodii Pyrophosphas
Spiritus Aetheris Compositus
Sulphuris Iodidum
Surupus Ferri, Quininae et Styrchinae Phosphatum
Syrupus Hypophosphitum Compositus
Syrupus Krameriae
Syrupus Rubi
Tamarindus
Tinctura Aloes et Myrrhae
Tinctura Cardamomi
Tinctura Gallae
Tinctura Ipecacuanhae et Opii
Tinctura Herbarum Recentium
Trochisci Glycerrhizae et Opii
Trochisci Gambir
Trochisci Krameriae
Trochisci Santonini
Unguentum Gallae
Unguentum Hydrargyri Oxidi Rubri
Unguentum Patassii Iodidi
Unguentum Veratrinae
Unguentum Zinci Stearatis
Viburnum Opulus
Vinum Album
Vinum Cocae
Vinum Colchici Seminis
Fluidextractum Stramonii
Fluidextractum Veratri
Geranium
Glyceritum Ferri, Quininae et Strychinae Phosphatum
Hamamel dis Cortex
Hedeoma
Hyoscyaminae Sulphas
Infusum Pruni Virginianae
Vinum Ergotae
Vinum Ferri
Vinum Ferri Amarum
Vinum Ipecacuanhae
Vinum Opii
Vinum Rubrum
Zea
Zinci Bromidum
Zinci Iodidum

ARTICLES TO BE ADMITTED.

Ammonium Bifluoride
Antitetanic Serum
Apiol
Aspidospermine
Bismuth Beta-Naphthol
Buchu (Long)
Caffeine Sodio-Benzoate
Calcium Chloride (Hydrated Crystals)
Calcium Glycerophosphate
Calcium Lactate
Carbonic Acid (Compressed)
Condurango
Creosote Carbonate
Crocus
Diacetyl-Morphine
Diacetyl-Morphine Hydrochloride
Diastase
Emplastrum Cantharidis
Erythrol Tetranitrate
Flourescein
Mercury Salicylate
Milk of Magnesia
Milk of Bismuth
Oxygen (Compressed)
Picric Acid
Phenolphthalein
Pinc Needle Oil
Potassa Sulphurata
Quinine and Urea Hydrochloride
Saccharin Sodium Salt
Sodium Cacodylate
Sodium Glycerophosphate
Sodium Perborate
Solution Hydrogen Dioxide (30 per cent.)
Theobromine Sodio-Salicylate
Trioxymethylene
Uranium Nitrate
Vaccine Virus

SURGERY AND ACETYLENE.

The following excerpt is from an article of Dr. W. H. Irvine, an enthusiastic advocate of Acetylene: "Therefore whilst I do not desire to pose as being dogmatic, I nevertheless put myself on record, without fear of contradiction, in affirming that we possess no other illuminant at all approaching Acetylene in pure unadulterated light value and from many years of experience in the use of the various other common illuminants, such as Kerosene, Coal-Gas and Electricity, in Eye, Ear, Nose and Throat practice I assert that no practitioner will for one moment think of using anything else, if he can secure Acetylene, for by its rays he can readily differentiate the most delicate pathological changes in the mucous membranes, or in the fundus occuli; and in refraction generally, it is the ideal illuminant, for by its use the most minute terminal arterial or venous radicals may readily be distinguished; in fact it supersedes the solar rays themselves, being always available and uniform in quality. In surgical practice generally the same can be claimed without the least extravagance of statement, as many hospital surgeons also realize.

KENT-M'CLAIN AGAIN.

In his recent store improvements, Mr. J. K. Hill, of Portage La Prairie, has adopted all the glass construction counter show cases made by Kent-McClain, Limited, (Toronto Show Case Co.)

An agreeable manner, a pleasant word, a hearty handshake, no matter what one's own feelings may be, are due to others, and in business are a mighty good investment.

SERIAL

RS
1
C24
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The Canadian druggist

Biological
& Medical
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